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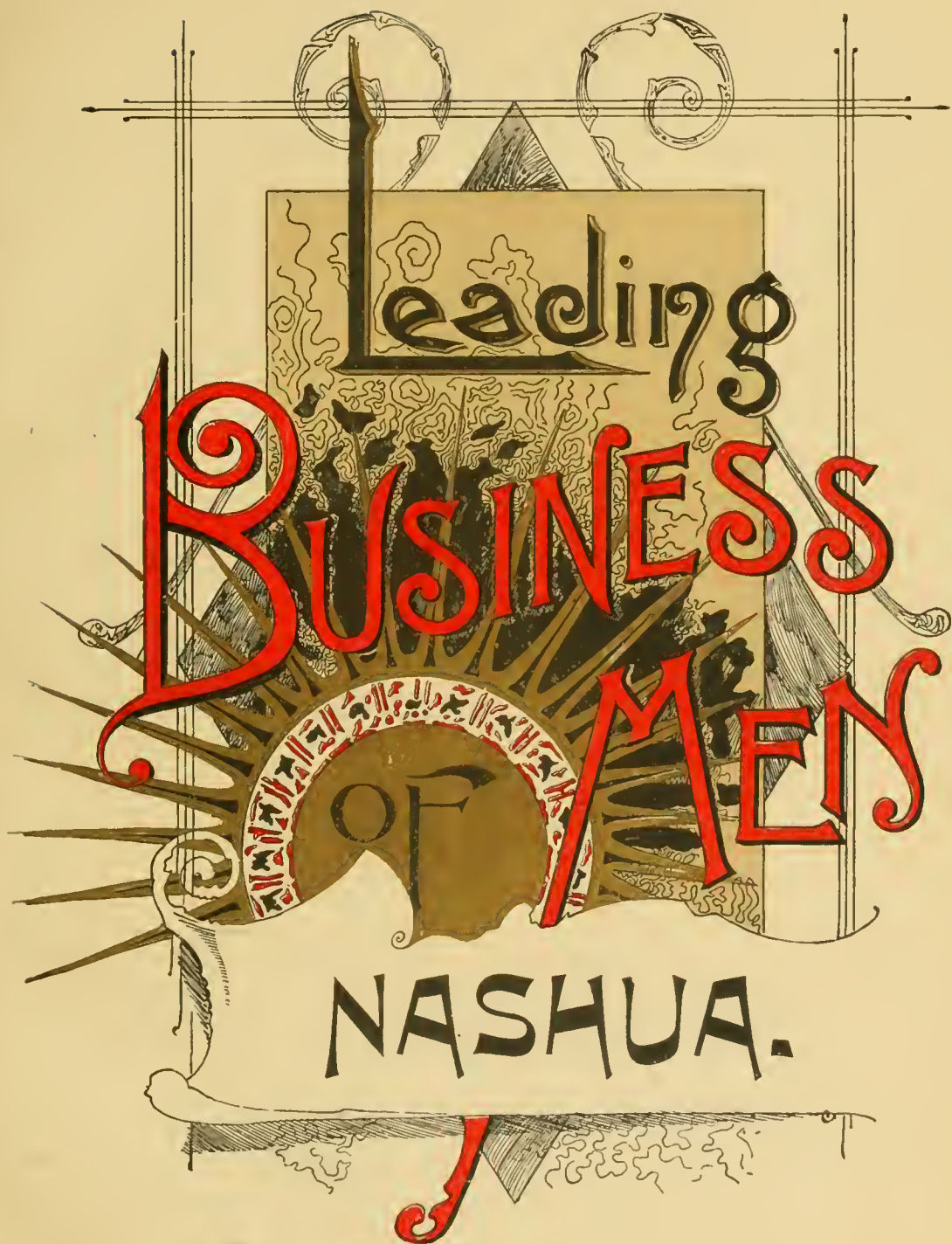
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LEADING  
BUSINESS MEN  
OF  
NASHUA

AND VICINITY,

EMBRACING

MILFORD, WILTON, GREENVILLE, DERRY AND  
DERRY DEPOT, Also EAST PEPPERELL.

BY

GEO. F. BACON.

ILLUSTRATED.

BOSTON:  
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1890.



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## PREFACE.

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"I am wonderfully delighted to see a body of men thriving in their own fortunes, and at the same time promoting the public stock, or, in other words, raising estates for their own families, by bringing into the country whatever is wanting, and carrying out of it whatever is superfluous. Nature seems to have taken particular care to disseminate her blessings among the different regions of the world, with an eye to their mutual intercourse and traffic among mankind, that the nations of the several parts of the globe might have a kind of dependence upon one another, and be united together by their common interest." *Addison.*

In offering this book to the public, the aim of the publishers has been to present in a concise manner the principal events in the history of Nashua and vicinity, and a brief review of its leading business interests.

In the following pages will be found descriptions of the many establishments to whose influence this section owes much of its fame as a manufacturing and jobbing center. The financial institutions and wholesale and retail houses described in this volume are also leaders in their particular lines, and their push and enterprise is rapidly extending the influence of Nashua and vicinity as a great trade center.

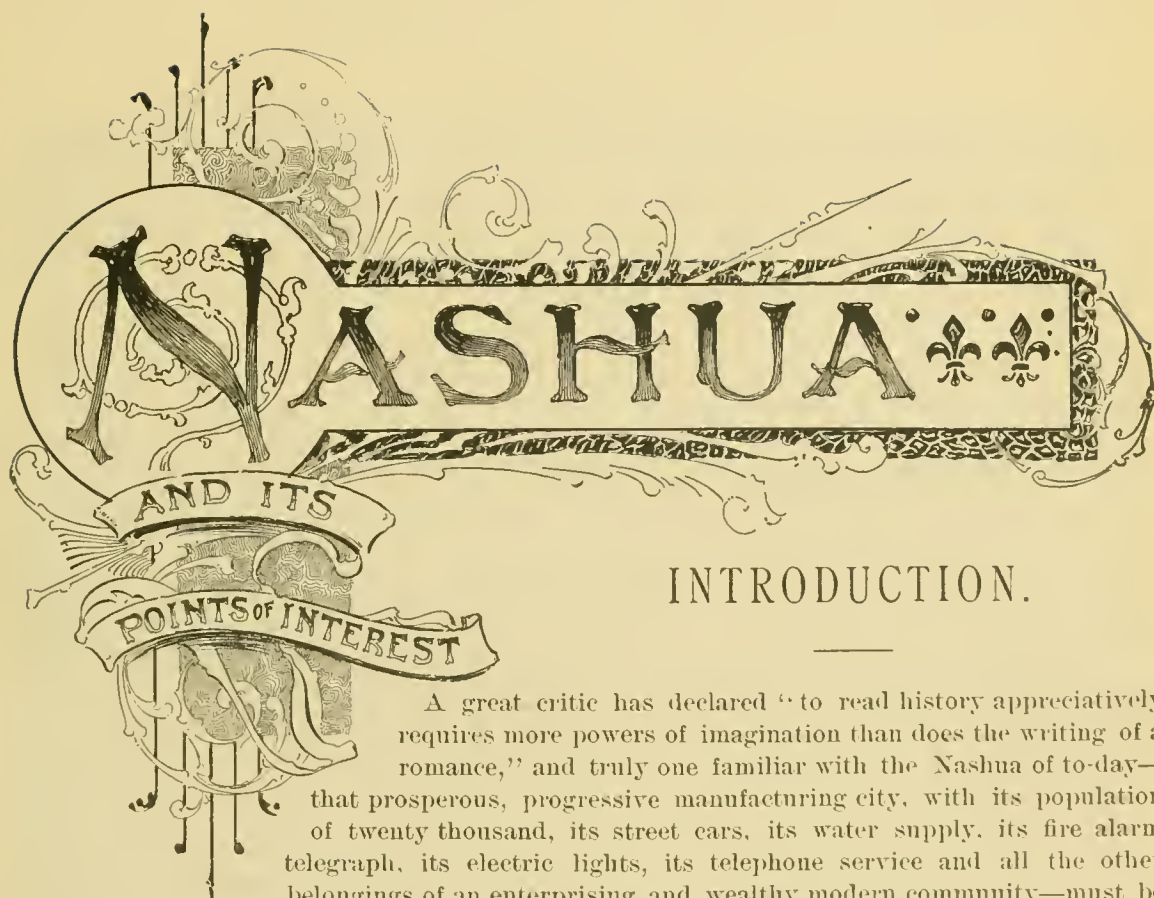
While the majority are old established houses and leaders in every sense of the word, we have mentioned others, who, though recently established, are, through their enterprise and ability, deserving of notice. We commend these firms, as a whole, to the favorable attention of all.

In conclusion, we beg to extend our hearty thanks for the liberal patronage this work has received.

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1890.

[For Contents see last page.]



## INTRODUCTION.

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A great critic has declared "to read history appreciatively requires more powers of imagination than does the writing of a romance," and truly one familiar with the Nashua of to-day—that prosperous, progressive manufacturing city, with its population of twenty thousand, its street cars, its water supply, its fire alarm telegraph, its electric lights, its telephone service and all the other belongings of an enterprising and wealthy modern community—must be gifted with an imagination of extraordinary power to be able to realize that these paved streets were once untrodden wilderness; that wild animals and no less wild Indians were once the only inhabitants, and that in later times the few white settlers literally "carried their lives in their hands," the only barrier under Providence between them and death being the old "flint-locks" which could never be entirely depended upon. For years Nashua was a frontier town, there being no white settlement nearer than Canada on the north; than Exeter on the east, or than Albany on the west. It was in fact the first inland town in New Hampshire to be settled, the pioneers taking up their abode within its limits about 225 years ago.

### THE FIRST SETTLEMENT.

The precise date of the original settlement is not known, but it was some time between 1665 and 1670, that the first, few, rude log-cabins were built near Salmon Brook. The first white men known to have crossed Salmon Brook and Nashua River were Captain Edward Johnson and Cap-



Thomas Brattle,  
Robert Proctor,  
James Parkeson,  
Thomas Wheeler,  
Sampson Sheafe,  
John Morse,  
Abraham Parker,  
Robert Parris,  
Nathaniel Blood,

James Knapp,  
Joseph Wheeler,  
Thomas Edwards,  
John Turner,  
Joseph Parker,  
William Lakin,  
James Parker, Jr.,  
Joseph Parker,  
Zachariah Long.

Jonathan Tyng,  
Simon Willard, Jr.,  
Robert Gibbs,  
Peter Bulkley,  
Samuel Scarlet,  
Samuel Combs,  
John Parker,  
John Joliffe,

The desired charter was granted October 26, 1673; the new township being given the name of Dunstable. Why this name was chosen is not evident from any accessible records, but the gener-



BIRD'S EYE VIEW OF NASHUA IN 1890.

erally accepted reason is that it was given as a compliment to Mrs. Mary Tyng, who was born in Dunstable, England, and was the mother of Jonathan Tyng, whose name is second among the petitioners and who was one of the most active and successful of the original settlers. He was a man of great personal bravery and had more than the average amount of that grim determination which so strongly characterized New England's pioneers. Two years after the incorporation of the town, King Phillip's war drove all the settlers to the older and safer communities; that is, all but Tyng. His home was strongly fortified, and was located in what is now Tyngsborough, Mass., two miles from the state line. He obtained a few allies from Boston, and throughout the long and

bloody war kept off the marauding savages, greeting the returning colonists at the close of the struggle, in 1678.

The original township of Dunstable approximates 200 square miles in area, and includes the present city of Nashua, and the towns of Hudson, Hollis, Dunstable and Tyngsborough together with portions of Amherst, Milford, Merrimack, Litchfield, Londonderry, Pelham, Dracut, Brookline, Groton and Pepperell. This enormous tract of land contained about 128,000 acres, and the city of Nashua occupies a site almost exactly in its centre. Not only the convenience but the very existence of the original settlers was dependent upon their living near enough to one another to render mutual support in time of emergency, and therefore the first thing to be arranged was the location of the occupied lands. Naturally, the land bordering on the Merrimack River, below Salmon Brook was selected as offering the greatest combination of advantages in the way of security, convenience and fertility, and as a consequence the "house-lotts" of eligible land not to exceed 30 acres, which it was agreed every actual settler should have as a personal right, had their base on the Merrimack, and extended southward to the existing state line; they being laid out by an experienced and competent surveyor, Jonathan Danforth. The settlement of the town in good earnest was but fairly begun when it was brought to a complete and most abrupt stop by King Phillip's war, in 1675. The colonists were panic stricken by the burning of Lancaster and of Groton and by the attack upon Chelmsford; and indeed they had every reason to fear the most, for had it not been for the interference of Wampanoag, chief of the Penacooks, Dunstable would have shown the fate of adjacent towns.

The spring of 1678 witnessed the return of peace, and one by one the colonists came back, and resumed the work so tragically interrupted. They had much to do aside from the prosecution of their private business affairs, and it is probable that one of their first acts on returning was the building of a meeting house, for the indications are that the original structure for this purpose was erected in 1678. At all events it is certain that the first "learned and orthodox" minister was secured the following year, in the person of the Reverend Thomas Weld, who settled in the south part of the town on land now included in the Highland Farm. Another noteworthy event of 1679 was the building of the first saw mill in Southern New Hampshire, at Auld's Bridge on Salmon Brook. The beavers had long before dammed the stream at that point, so that the task of the builders was an easy one. John Sollendine built the first bridge across the brook in 1679, and his marriage the following year was the first which had been solemnized in town.

New Hampshire was released from its subserviency to Massachusetts in 1679, it being made a royal province by decree of Charles the Second, but this had no immediate effect upon Dunstable, the town continuing to be governed by Massachusetts law for more than 60 years thereafter. In fact, a different condition of affairs would have been ruinous to the community, for the nearest New Hampshire settlement was 40 miles distant, and the way to it lay through a trackless forest, far more difficult to traverse than is the ocean to-day. It was entirely upon Massachusetts that Dunstable depended for aid in repelling the sudden and sanguinary Indian attacks, and every consideration of safety, of social intercourse and of material development, demanded that the alliance and identification with Massachusetts be maintained. Living, as it were, on the very threshold of the enemy's country—an enemy all the more dangerous for not being an openly avowed foe—the people of Dunstable needed all the protection which the comparative wealth and prestige of the government of Massachusetts could give them, and this need was demonstrated with redoubled urgency by the events following the breaking out of King William's war, in 1688, or barely nine years after the conflict with King Philip had been ended. King William's war, although primarily a combat between England and France, was particularly disastrous to the New England colonists, from the fact that it forced them to resume their desperate encounters with the savages under more unfavorable conditions than had ever before existed, for the Indians were the allies of the French, and were supplied with an abundance of guns, ammunition and other munitions of war, besides being aided by the moral support which an alliance with a great and civilized

nation naturally entails. Long before the declaration of war, the French had begun to so work upon the sympathies of the Indians as to gain their friendship while stirring up their enmity to the English, and although no admittable excuse can be made for a policy whose inevitable, and, indeed, desired effect was to let loose a horde of merciless savages, quite regardless of the first principles of civilized warfare, against the women and children who formed so large a proportion of New England's population, still it must be confessed that the English had by their own treatment of the Indians paved the way for a successful progress of the scheme.

The Jesuit missionaries and other emissaries of the French took every occasion to point out to the Indians that English supremacy meant Indian extinction; that they had been robbed, cheated, betrayed, abused and spurned in the past, and under existing conditions would continue to be wronged in the future; but such teachings would have amounted to nothing had there not been a firm foundation of truth to sustain them. One need not be an implicit believer in the "noble red man," as represented by Cooper, in order to appreciate and be ashamed of the treatment which the original owners of our country have received, from the landing of Columbus up to the present day. Nor is the condemnation which this treatment deserves to be palliated by the comparatively few exceptions to the rule; on the contrary it is to be emphasized—as light emphasizes darkness, and goodness emphasizes evil. From the testimony of the colonists themselves, we know that the savages were not uninfluenced by kind and just treatment. They were passionate, bloodthirsty, revengeful, merciless and often treacherous; as wild and untamed, in many respects, as "the beasts that perish," but after all they were men—men with human hopes, loves, desires and ambitions, and God only knows how much their deeds of butchery and plunder were due to the avarice and brutality of the whites, and how much to the evil of their own natures. The few instances in which they were recognized and used as men by those desiring their lands or other possessions, stand out bright and clear on the dark page of history, the vivid contrast being appreciated by even the least observant. Who does not know the name of Penn, and among all the transactions of his long and busy life, by what single one is he universally known and honored? That wonderful treaty, "never sworn to and never broken," might well have served as a model, by the faithful following of which untold suffering and loss of life would have been averted. The dealings of the national government with the Indians are graphically described in that carefully prepared and mercilessly accurate book, "A Century of Dishonor," and material to form another book, equally large and equally sorrowful, could be obtained from the records of the several colonies prior to the adoption of a National form of government.

One great secret of the success of the French in gaining the co-operation of the savages, was their policy of treating them as equals, for the Indian nature is nothing if not proud, and the openly expressed superiority of the English was almost as galling as their acts of oppression were. Many of the New England Indians had been driven into Canada, where the French had many strongly fortified posts and a large force of soldiers; the result of seeing which was, of course, to strongly impress the savages with the immense resources of the French nation. Shortly after war had been declared, the Penacock and Eastern Indians swooped down upon the settlement at Dover, and massacred Major Waldron and twenty others, retreating then to Canada with many captives. An attack upon Dunstable had been contemplated by this same force, but news of it came to the ears of the colonists, and the assault was not made. A mounted patrol was despatched by the government to the aid of the town, and its presence, together with the vigilance of the settlers, averted any disasters which might otherwise have occurred, for some time, but the cunning foe were watching their opportunity, and it came on the evening of the second of September, 1691. A house on the north side of Salmon Brook, occupied by Joseph Hassell, Sr., his wife, Anna, their son, Benjamin, and Mary Marks, a relative, was the point of attack, and the assault was so unexpected and fierce that all of the inmates were slain. Before the end of the month, another tragic event took place, Obadiah Perry and Christopher Temple being killed by the Indians, on the south bank of the Nashua River. Cotton Mather referred to the period of ten years which King William's war

lasted as "the decade of sorrows," and it was truly a bitter time for the colonists, and particularly for those residing at such exposed points as that occupied by Dunstable. More than half of the families removed to more secure neighborhoods, and in 1699 there were but twenty families remaining in Upper Dunstable, while the total population did not exceed 120. So severely were the resources of the community drawn upon, that in 1701 the Selectmen were obliged to petition the General Court for aid in supporting the ministry, and as a result the town received twelve pounds from the public funds. Although there were already four "garrison-houses," or strongly fortified log cabins at Salmon Brook, the need of more efficient protection was felt, and the matter being brought to the notice of the General Court, that body authorized the building of a fort at "Watanuck, as Salmon Brook was called by the Indians. This action was taken in the autumn of 1702, and steps were immediately begun to carry it into effect, a heavy structure surrounded by a stockade of hewn timbers being erected. A garrison of eleven men was organized, and Lieutenant



MAIN STREET, NASHUA, LOOKING NORTH FROM CITY HALL.

William Tyng was placed in charge. Hostilities were renewed between France and England in 1703, the ten years' struggle known as Queen Anne's war being begun. As in King William's war, the Indians were heart and soul in sympathy with the French, and made a general attack on all the exposed settlements. In but little more than a month some 200 white people were killed and captured, and it became evident that either the power of the Indians must be broken for good and all, or the outlying settlements must be abandoned. The government of Massachusetts placed a price upon the heads of the savages, giving a bounty of forty pounds for every scalp taken. At first thought one might consider this action uncalled for, as the settlers had every reason to hunt the Indians down without receiving a dollar for it, but when the poverty of the people is remembered it will be seen that they could not spare the time or furnish the supplies necessary to take the field against the Indians without pecuniary recompense.

Dunstable soon had practical experience of what the war meant to frontier settlements, for but a little while after hostilities had been begun, Robert Parris, one of the most prominent of the townspeople, was massacred together with his family. His house was on the main road to Chelms-

ford, adjacent to the site of the Highland Farm buildings. It was a heavily built structure, designed to resist Indian attacks : but the savages crept softly up just as twilight was merging into darkness, and, finding the door open, were enabled to enter unmolested. The father, mother, and oldest daughter were killed at once, but two little girls, the only survivors of the family, concealed themselves under a hogshead in the cellar. Their suspense and fear must have been quite beyond the power of words to describe, for the savages searched the premises for more victims and even rapped on the hogshead with their tomahawks. The darkness and the haste of the Indians proved the salvation of the trembling little sufferers, who finally made their way to the nearest neighbors and told their mournful and dreadful story. These girls were sent to relatives in Charlestown, Mass., and lived to become wives and mothers themselves : and we can imagine them repeatedly telling the story of their wonderful escape to their children as they sat around the great wood fire in the long winter evenings and recalled what must have seemed more a hideous dream than a horrible reality.

The wonderful facility with which human nature accommodates itself to circumstances has



MAIN STREET, NASHUA, LOOKING SOUTH FROM BRIDGE.

often been commented upon, and remarkable instances of it are to be found on every page of the history of Indian warfare. It would seem as though the knowledge that the neighboring woods might be infested with hostile red men, lying like a coiled snake prepared to strike silently but with deadly effect at an instant's notice, would be enough to cause every possible precaution to be exercised by the settlers, but familiarity with danger as with many other things is apt to breed contempt, and as a consequence the most simple and obvious safe-guards were in many cases neglected. We have seen that the door of Parris's house was open for the entrance of the red-skins, and a yet more striking example of carelessness is that afforded by the circumstances attending an attack by a very strong Indian force upon the "Weld Fort" in Dunstable. These savages were not resident in the vicinity, they being of the Mohawk tribe, but they were thoroughly acquainted with the lay of the land, as it had been their habit for many generations to make raids along the Merrimack Valley, for the purpose of despoiling the local Indian tribes and gaining the much coveted scalps. A force of 270 Mohawks reached the vicinity of Dunstable in the

summer of 1706, and with characteristic cunning surveyed the ground very carefully before making their presence known. A detachment planned to attack Weld's and Galusha's Forts the same night, and spies were posted to give warning of the approach of re-inforcements for either garrison.

A mounted patrol of 20 scouts chanced to put up at the Weld fort on July 3d, the night of the contemplated attack, and for some reason the Indians were in utter ignorance that the place was so strongly guarded. The patrol felt so secure that they did not even place a sentry, and preparations were made for a night of jollity and carousing. At about the sunset hour, John Cummings and his wife went out to milk the cows, and by leaving the door open gave the lurking Indians their wished-for opportunity. The savages made a rush, shot the woman dead, seriously wounded the man, and with frightful cries and whoops crowded into the house. The scene which ensued would have been in the highest degree comic had it not been for the tragic element identified with it, for both whites and red-skins were overcome with astonishment, and for an instant stood stupidly staring at one another. Fortunately the orgie had not proceeded far enough for any of the soldiers to have become overcome by liquor, and although totally unarmed, half a dozen or so of the boldest and readiest spirits made a desperate attack upon the Indians, wielding chairs, benches and anything else that could be used as a weapon or missile. The savages were never of much account in a hand to hand combat with the brawny and brave pioneers, and the surprising party rushed from the house astonished, bewildered and panic-stricken. It would seem as though reliable and accurate record of so important an event in the early history of the town would have been made, but so far is this from being the case that no conclusive statement can be made of the loss sustained by the whites. From one source we learn that the only victim among the soldiers was the trumpeter of the patrol, he being shot as he was descending the stairway to warn his companions of the approach of the Indians, whom he had seen from the attic. On the other hand, a contemporary historian, Penhallow, avers that the redskins fired a volley on entering the house which killed about half of the soldiers. Cummings, the man whose wife was shot down at the beginning of the attack, escaped to the woods with a broken arm, and next morning reached a garrison house located just above the site of what is now Tyngsborough Village.

The attack upon the Galusha house proved more successful, the only defenders being three men, assisted to some extent by a woman and a boy. A stout resistance was made, but the savages called fire to their aid, and the inmates of the house had to choose between being smothered or burned, and rushing out in the forlorn hope of eluding their enemies. They chose the latter course, and with what success is doubtful, for by one account the man and the boy escaped, while according to Penhallow the woman was the sole survivor. This same fatal night of July 3d witnessed the annihilation of the family of Nathaniel Blanchard, who lived near the old cemetery in the south part of the town, three miles from Salmon Brook. Nathaniel, Susannah, his wife; Susannah, his daughter; and Hannah, his brother's wife, were killed, or, as the town records express it, "died" at the hands of the Indians. Before the month had elapsed a severe blow was dealt the colonists by the killing of Joe English, an Indian who had repeatedly proved his devotion to the whites, and had a wide-spread reputation for courage and fertility of resource. A volume might be written concerning this remarkable character, for almost innumerable stories have been circulated of his coolness in danger, his unconquerable determination, and his many and signal services to the whites. He was the son of a famous Agawam chief, and although known by the Indians themselves to be friendly to the English and therefore treated as an enemy, his wonderful acuteness enabled him in several instances to fathom the savages' plans, and give warning to the colonists of contemplated attacks. Of course, the Indians abhorred him, and he well knew that the most excruciating tortures awaited him should he ever fall into their hands alive. Joe English met his death on the 27th of July, while escorting, in company with a soldier, Captain Butterfield and his wife, who were mounted on one horse and were riding from Dunstable to Chelmsford. They were ambushed at Holden's Brook, the Indians firing a volley and killing the horse, their evident intention being to capture the whole party, and especially Joe English, alive. Captain

Butterfield escaped, as did the soldier, but Mrs. Butterfield was captured, and the entire party of Indians made a rush for Joe English, whose capture they of course desired above all things. As he dashed for the woods his arm was shattered by a ball, causing him to drop his gun, and an instant afterward his thigh was broken. Although horribly tortured he never lost his fortitude, but maintained his courage unaltered to the end. His widow and two children were given a grant by the General Assembly of Massachusetts, and to this day his name is borne by a famous hill in New Boston.

The years dragged wearily by, and in 1713 the war was terminated by the "peace of Utrecht." The consequent cutting off of supply forced the Indians from the war-path, and it was time, for a few more years of savage warfare would have resulted in the almost complete extinction of the New Hampshire settlements, which were at this date five in number—Portsmouth, Dover, Exeter, Hampton and Dunstable. With the return of peace came emigrants from England, and bold pioneers began to settle north of Dunstable's limits. By the year 1722, settlements had been made at Hudson, Londonderry, Litchfield, Chester, Pelham and Merrimack, and this same year witnessed renewed depredations by the Indians, attacks being made upon Dover, Portsmouth and the scattered houses adjacent. Dunstable was not molested, and as no traces of Indians could be found, the settlers gradually relaxed the extreme caution they had at first observed. Nathan Cross and Thomas Blanchard were collecting turpentine on the north side of the Nashua River, September 4, 1724, when they were captured by a party of Indians from Canada. Their failure to return home resulted in the departure of a scouting party of ten, under the command of Lieutenant Ebenezer French, the next morning in search of them. French had more courage than judgment, and although warned by one of his men to proceed cautiously, he insisted upon following directly upon the trail of the Indians, saying to his companions, "If any of you are not afraid, let him follow me." Of course, they followed him to a man; were ambushed and slain, the sole survivor being Josiah Farwell, whose prudent counsel had been despised. A large force of whites had a battle with this same band of Indians a few days later, just above the mouth of the Nashua River, the redskins occupying the north bank and the whites the south. The Indians finally withdrew, leaving carved on the trunk of a tree an Indian's head; this incident giving that locality the name it afterward bore.

The settlers of Dunstable had two courses open to them; they could adopt a purely defensive policy and depend upon eternal vigilance to escape surprise, or they could take the offensive and transfer the scene of battle to the Indian country. At this period, no town in New England could muster a more efficient band of Indian fighters than Dunstable and in Captain John Lovewell, Jr., they had a commander who had no equal in carrying on Indian warfare. He was born and brought up in Nashua, and his many daring deeds reflected great honor on the town, and made him the best known soldier in New England, with the exception of General John Stark. Captain Lovewell determined to begin a campaign against the Indians, immediately after the destruction of Lieutenant French and his men, which should inspire them with a wholesome respect for the whites and put an end to their continual raids upon Dunstable and other exposed points. A petition was sent to the Massachusetts General Court, signed by John Lovewell, Josiah Farwell, and Jonathan Robbins, and asking for leave to raise a company, "to range and to keep out in the woods for several months together, in order to kill and destroy their enemy Indians." Permission was given and a bounty of one hundred pounds a scalp promised. A company was soon organized, and under the command of Captain Lovewell went as far north as Lake Winnepesaukee; the result of this expedition being the killing of one Indian and the capture of a boy. In January, 1725, another attempt was made, the company finally reached Bear Camp River in Tamworth, where Indian signs were found. The trail was followed, and at sunset on the 20th of February the smoke of a camp fire was seen. About midnight the whites, who had lain concealed until then, crept around and came upon ten Indians asleep around a fire by the side of what is now Lovewell's Pond, in Wakefield. Not a man escaped, and the company received one thousand pounds on their return home.

The Pequawkets were among the boldest and most dangerous of all the Indian tribes, and Captain Lovewell proposed to break their power forever by destroying their principal village, on the Saco River, Fryeburg, Maine. This was 130 miles from Dunstable in an entirely unfamiliar country, and the difficulties and dangers to be overcome could hardly be overestimated, but Lovewell managed to raise 46 men, with which force he left Salmon Brook, April 16, 1725. When the west shore of Ossipee Lake was reached, a rude fort was built to retreat to in case of disaster. Ten men were left here, and as sickness had caused several to return home, Lovewell had but 34 men when he departed from Lake Ossipee on his 40 mile march to Pequawket village. The first Indian was seen on the shore of Saco Pond, and the little company proceeded very cautiously, having laid aside their packs and made every preparation for a struggle to the death, for although they surmised that their foes greatly outnumbered them, they were determined not to avoid the



MAIN STREET, NASHUA, LOOKING NORTH FROM PEARL STREET.

combat. The savages were in their rear as well as in front and had discovered the packs of the whites and thus learned that they were few in number. This gave them courage and they made an onslaught upon the company from two sides. The result of the first volley was greatly in favor of the whites, and the Indians fell back to the thicket, leaving the whites comparatively exposed while the redskins were almost entirely hidden. Captain Lovewell and other officers were soon killed, and the company retreated to Saco Pond which protected their rear and enabled them to hold the savages off. The Indians offered quarter but the whites scornfully refused it, and fought hopelessly but with a grim determination to sell their lives dearly. A dramatic incident occurred during the fight in the shape of a personal encounter between the famous Paugus, chief of the tribe, and John Chamberlain, of Groton. These men knew each other and exchanged defiance several times during the battle. Finally both went to the pond to clean their guns, and standing but a short distance apart, began to load at the same instant. Chamberlain took the

chance of his gun becoming primed by being struck heavily on the breech and was thus enabled to fire an instant before Paugus, mortally wounding the great chief and causing him to miss his aim. The battle lasted from ten in the morning until sunset, when the Indians withdrew, there not remaining more than 20 of the uninjured, out of a force more than double the original number of whites. But nine of the latter were unhurt, and as they had no idea how severely the Indians had suffered and expected them to return every moment, they decided to retreat to the fort at Ossipee when the moon rose. Lieutenant Robbins was too severely wounded to accompany them, and the spirit with which he met his fate is eloquently shown by his request "Load my gun and leave it with me: as the Indians will come in the morning to scalp me, I will kill one more if I can." The few survivors painfully journeyed to Ossipee Fort only to find it abandoned, the garrison having heard through an early deserter that the company had been massacred to a man. After great suffering from hunger and other causes, Dunstable was reached and the stirring story of the ill-fated



HIGH SCHOOL HOUSE.

campaign told to the grief-stricken settlers. A company was despatched to the battlefield; Lovewell and ten of his men being buried at a spot now marked by a monument. The General Court of Massachusetts gave 1500 pounds to the widows and orphans and extensive grants of land to the survivors. Every member of the company from Dunstable was either killed outright or died from wounds received, the sole exception being Noah Johnson, who not only recovered from his wounds but outlived all his companions in the fight, he dying at Pembroke at the age of 100 years, in 1798.

Great as was the loss of life in the "Great Fight" as it was afterward called, the results attained by it atoned for the slaughter committed and vindicated Captain Lovewell's assurance that the result of the expedition would be to put an end to organized Indian attacks upon the New England settlements. The red men were taught a lesson they never forgot and soon withdrew to Canada; making it true a raid now and then when stimulated to do so by the French; but for the most part being content to leave the English severely alone unless the latter were ranging far

from home. The failure of Captain Lovewell to surprise the Indians could not possibly have been foreseen, for the only reason the tables were turned was that Paugus and 80 warriors chanced to be coming back from a trip down the Saco River, and saw the trail of the whites. This they followed for 40 hours, and having gained possession of the hidden packs and drawn the whites into an ambuscade, the Indians confidently expected an easy victory. The death of their chief and the killing and wounding of three-quarters of their band by the white men even under their disadvantages, spread terror throughout the Indian country and bred a respect for English prowess which was never forgotten. With this fight closes the bloody record of Dunstable's encounters with the savages, and if we have dwelt upon it at some length, we need make no apology for calling attention to events which especially distinguished Dunstable from many other settlements, and proved her residents to be men of iron mould, capable of suffering much, enduring much and accomplishing much; industrious in time of peace; active, daring, and terrible in time of war.

Looking back upon what they did, and remembering what they had to do with and the obstacles they had to overcome, we can but say, truly, "There were giants in those days."

At the close of the Indian war, in 1725, the people were very poor, and money was so scarce that it was found expedient to issue and distribute bills of credit. These were of some service at first, but their over-issue brought great inconvenience and confusion subsequently. But poverty is not a hopeless state if the opportunity and disposition to create wealth be present, and the people of Dunstable went heartily to work, and were joined by many emigrants now that the fear of Indian attack was to a great extent overcome. Settlement proceeded rapidly and "Old Dunstable" lost more and more territory every year by the setting-apart of new towns, until in 1740, only that now forming the city of Nashua and the towns of Dunstable and Tyngsborough remained. A royal commission had been appointed in 1737 to settle the dispute as to the boundary line between New Hampshire and Massachusetts, but this commission could not agree, and the question came before the King in Council, the result being the concession to New Hampshire of all the land she claimed, besides a strip 14 miles wide extending from the Merrimaek to the Connecticut. This comprised the whole of "Old Dunstable" north of the present state line, and when the new line was run in 1741 its effect was of course to place what is now Nashua under New Hampshire laws. The name of Dunstable was however retained for nearly a century longer; the New Hampshire Legislature changing the name to Nashua in 1836. To avoid confusion, it is well to remember that from the year 1741, the history of Nashua is that of the identical territory now included within the limits of the city. The decision which made Upper Dunstable a New Hampshire town, also made void all land titles, etc., and created great dismay and confusion for a time, but compromises were soon made with rival claimants, and the old laws governing the community were very generally respected until some five years had elapsed and the New Hampshire government was in a position to actually assume jurisdiction; the town being incorporated by the General Court in April 1746.

#### DUNSTABLE AS A NEW HAMPSHIRE TOWN.

Soon after the breaking out of the last French war, in 1755, New Hampshire raised a regiment of 500 men, and the command was given to Colonel Joseph Blanchard of Dunstable. The town was well represented throughout the war, furnishing some 30 men, three of whom held prominent official positions. After the surrender of Canada by the French in 1760, Dunstable entered upon a period of unexampled prosperity. The secure but inconvenient log cabins were gradually superseded by frame houses; small, it is true, but far superior to what had preceded them. The population of the adjacent sections rapidly increased and many destitute emigrants passed through Dunstable and were liberally aided by the townspeople; the fact that these new-comers were able and willing to work being sufficient reason for helping them on their way. The fifteen years of peace between 1760 and 1775 worked a wonderful change in Dunstable's condition, and at the outbreak of the revolution the town was in a position to render most efficient aid in the carrying on

of the apparently hopeless struggle. There was not a Tory in the community, and before the war was over there was hardly a single male between the ages of 16 and 50 years who had not served in the American forces. Less than a week after the Battle of Lexington a company of 66 men was formed at Cambridge; the commander being William Walker, of Dunstable, and 40 of the men and officers being from the same town. This company was at the Battle of Bunker Hill, but not being placed in an exposed position lost but few men. Dunstable was represented on about every battle-field of any consequence throughout the war, and no more significant evidence of what a noble part she took in the winning of independence and how severely her resources were strained, could be wished for than that afforded by the fact her population decreased almost one-fifth from 1775 to 1783; there being 705 inhabitants at the beginning of the war and only 578 at its close. When



RESIDENCE OF MR. CHARLES WILLIAMS.

once hostilities were ended however the population increased, amounting to 632 in 1790, and to 862 in 1800. For a quarter of a century after the latter date Nashua continued a steady but by no means rapid growth of population until, in 1826, the beginning of cotton manufacture put an entirely new aspect upon affairs. In 1800, Hollis, Hudson, Merrimack and Amherst were superior to Nashua both in wealth and population; in 1880, the population of those four towns combined was not one-third that of Nashua alone while the difference in valuation was even more striking.

One important reason why adjacent towns outstripped Nashua before manufacturing was inaugurated, was owing to the poverty of much of Nashua's soil, which had been referred to in the State Legislature as "unable to support a chipping squirrel to the acre" certainly a most discouraging description. The first tavern in Nashua was opened in 1759, and as the town was on the thoroughfare between the sea coast and the up-country, the rapid increase of trade after the Revolution resulted in the building up of quite an important business; several famous taverns being located in the vicinity and many teamsters, stage passengers, and other travelers accommo-

dated. The year 1803 is memorable as the date of the changing of the name "Indian Head" to "Nashua Village," this change being made in honor of an enterprise inaugurated by Robert Fletcher, a store-keeper at Indian Head. He put a canal boat on the river, and a wharf was built near the junction of the Nashua and the Merrimack. The boat was launched on the Fourth of July; an oration was made, and the craft was named the Nashua. The opening of the Middlesex canal the following year, helped the new village by giving direct water communication with Boston, and it began to be apparent that this community was destined to develop steadily if not rapidly. The war of 1812 hindered the growth of the country some of course, but it also proved the necessity of establishing home industries, and probably in this way hastened the improvement of the great water powers adjacent to Nashua. The Nashua Manufacturing Company was chartered in June, 1823, and after some little delay in the placing of stock, a dam was built at Mine Falls and a canal dug from that point to the village. This canal is three miles long, 40 feet wide and ten feet deep; the fall being 36 feet. The machine shop began operations in December, 1824, and mill No. 1 was operated to some extent in the early part of 1825. The "Indian Head Company" began woolen manufacturing in 1826, but the enterprise failed and the property was purchased by the Jackson Manufacturing Company and devoted to cotton manufacturing. By this time the Nashua Manufacturing Company had another mill in operation, and in 1830 the population of Dunstable was more than double what it had been in 1820; increasing from 1142 to 2417. But great as this growth was, it was but an earnest of what was to come, for during the decade intervening between 1830 and 1840 a gain of no less than 150 per cent. was made, the population changing from 2417 to 6054. The Nashua company had built a third mill in 1836, and then operated 32,000 spindles, and 710 looms: making 9,300,000 yards of cotton cloth per year. The Jackson company utilized 11,500 spindles, and 388 looms, and produced 5,600,000 yards of cotton cloth yearly. The Nashua and Lowell railroad was opened for the use of passengers in 1838, and was the first in the state, the Concord railroad being completed four years later.

The Nashua Bank was organized in 1835 and was the pioneer establishment of the kind in town. Despite the application of the name "Nashua" to these representative enterprises, this name as applied to the town of Dunstable had no legal existence, but this anomalous condition of affairs was ended in 1836 in response to a petition for a change of name: the terms of the necessary act being as follows: "Be it enacted, that the town of Dunstable, in the county of Hillsborough, shall from and after the last day of December, in the year of Our Lord 1836, be called and known in law by the name of Nashua." The formal recognition and legalization of the name thus took the form of a New Year's gift, and makes an epoch in the history of a community which was destined to attain a leading position in the industrial world.

#### NASHUA AS A TOWN.

Although the population of Nashua did not increase with such phenomenal rapidity from 1837 to 1842 as it had during the five years preceding, still the growth was steady and pronounced, and it became evident that so prosperous a town should make suitable provision for the holding of large public meetings, and should provide adequate accommodations for its officers and for the safe and convenient storage of records and important public documents in general. In March, 1842, at the yearly town meeting, this matter was brought up, and so unanimous was the sentiment in favor of building a town house, that the necessary vote was passed without a dissenting voice. At this time Nashua had more than 6,000 inhabitants, and as there was every prospect of a continuous and rapid growth in population, it was decided to erect a building which would answer the purposes of a much larger community. A building committee was chosen, made up of Leonard W. Noyes, Thomas Chase, Israel Hunt, Jr., Franklin Fletcher and Samuel Shepherd, and the final result of their labors was the completion, in the spring of 1843, of a structure comprising two stories, an attic and a basement, and measuring 66 x 90 feet. It cost \$22,600, and never was there a public building in the country more thoroughly and honestly constructed. But although it was ready for

occupaney only a little more than a year after its erection was authorized, the population of Nashua had very materially diminished in the interim, for the question of its location had caused so serious a disagreement as to have brought about a legal separation of the town; that portion north of the Nashua River having been made "a separate and corporate town to be known by the name of Nashville," by an act passed June 23, 1842. The reason of this ill-advised separation is to be found in the indisposition of the residents of the north part of the town to abide by the clearly expressed views of the majority. At the meeting held in March, 1842, at which the building of a town house was decided upon, it was found impossible to agree upon its location, and therefore an adjourned meeting was held, at which each voter was given the opportunity to express



MINE FALLS, NASHUA RIVER.

his preference as between the north and south sides of the river. The result was the casting of 978 ballots, of which 582 were "south" and 396 "north," giving a majority of 186 for the former location. The residents of the northern part of the town were thoroughly disgusted and highly indignant because they could not have their own way, and announced their intention of petitioning the next Legislature to be separated from their obstinate fellow-townsmen. No one opposed their petition, and having thus "agreed to disagree," the people of Nashua and of Nashville proceeded quietly about their own affairs and had no trouble whatever during the eleven years that they were legally separated. Nor was this separation an unmixed evil. Had it not occurred, it is probable

that under the circumstances there would have been continual friction between the two sections of the town; that first one and then the other would have blocked contemplated public improvements, and that in short the development of local resources would have been much more hindered than they were by the division. Of course, the progress of both sections was hampered to a considerable degree; the school system was made less efficient, and the operation of the fire and police department was seriously interfered with, while the introduction of a water and gas service was made much more difficult; but experience is all the more instructive from being somewhat dearly bought, and the residents of the two communities were given a valuable object-lesson in the advantages of union, and were taught that compromise without sacrifice of principle is the great secret of success in corporate as in private affairs. Another object-lesson was afforded by the prosperity of Manchester and Concord under recently adopted city charters, and as the combined population of Nashua and Nashville was equal to that of Manchester, in 1846, or Concord, in 1849, (the dates of their respective charters) the residents of both towns asked the Legislature for a city charter. The desired permission was granted, June 27, 1853, on condition that the legal voters of both communities should decide in favor of the proposed change, at a meeting called for that purpose. The vote was taken in September, the result being,

	Yes.	No.	Maj.
Nashua,	468	334	134
Nashville,	249	115	134
Totals,	717	449	268

It will be seen that Nashville, although casting 438 less votes than Nashua, gave an equal majority in favor of the union, so that by this action she fully redeemed herself for her hasty action eleven years before.

#### NASHUA AS A CITY.

The first thing in order after the acceptance of the charter was the election of city officers, and there were three candidates for the office of mayor,—Josephus Baldwin (Whig), Bernard B. Whittemore (Democrat) and Winslow Ames (Free-Soil). The original charter made a majority essential to election, and no choice was the result of the first ballot. The second trial ended in the election of Mr. Baldwin, who was born in the south part of Nashua in 1803 and was a man of great ingenuity and mechanical ability. He was for fifteen years the largest manufacturer of bobbins and shuttles in the country, and employed about 200 men in his extensive works in Nashua. He died in 1872, after having done much to develop the resources of this section of the state.

The union of Nashua and Nashville removed all obstacles to the successful introduction of a gas and a water supply and the Nashua Gas-Light Company was incorporated in 1853, with a capital of \$75,000, its first president being T. W. Gillis. The same year witnessed the incorporation of the Pennichuck Water Works, with L. W. Noyes as president, and E. P. Emerson as treasurer. Water was taken from Pennichuck Brook, three miles north of the city, and pumped into a capacious reservoir on Winter Hill.

The Nashua Bank rendered excellent service from the date of its organization, in 1835, but after some 15 years it became evident that further facilities were required, and the result was the incorporation of the Indian Head Bank, in 1851, with Joseph Greeley president, Albert McKean, cashier; and a capital of \$150,000. The Pennichuck Bank was incorporated four years later, with a capital of \$100,000, A. W. Sawyer was president, and Harrison Hobson cashier.

During the years immediately preceding and following the adoption of the city charter, various important manufacturing enterprises were inaugurated, and those already in operation developed rapidly and steadily. Mill No. 4, of the Nashua Manufacturing Company, was built in 1844, it being a 5-story structure, about 200 feet long and 50 feet wide. At this time the company employed 1000 operatives, consumed 10,000 bales of cotton per annum and produced 13,000,000 yards of cloth yearly.

The Harbor Cotton Manufacturing Company (Vale mills) was incorporated in 1851, with a capital of \$100,000. Employment was given to 70 hands, and 1,000,000 yards of drilling and sheeting were turned out annually. The Nashua Lock Company began operations in 1852, as did also the Nashua Edge-Tool Company. This corporation had a capital of \$60,000 and made almost all kinds of edge tools, a specialty being made of axes. John H. Gage was president, G. W. Underhill, superintendent, and C. B. Hill, treasurer. The origin of the Nashua card and glazed paper business dates back to 1849, and the enterprise had very small beginnings considering the extent to which it was destined to develop. Another noteworthy undertaking was that carried on by the Nashua Foundry Company, for this was one of the pioneer industries of Nashua, and was ably managed and liberally patronized. The serious and wide-spread disturbance of manufacturing interests from 1857 to 1860, had a bad effect of course upon those located in this city; and as a consequence the development between 1850 and 1860 was not so pronounced as that of the preceding decade, but Nashua fared no worse and in many respects fared better than did other manufacturing centres, and on the whole was excellently prepared to endure the strain which was to come upon her during the war of the Rebellion.

The news of the firing upon Fort Sumter was received in Nashua as it was in other loyal communities throughout the union—at first with doubt, then with anger, and finally with an enthusiastic determination to resent and punish the insult to the old flag. The Sunday morning following the fort's surrender, many groups of earnest talkers were to be seen gathered at all public places, all discussing the same topic, all animated by the same patriotic feelings, and all agreeing that the rebellion must be put down at any cost of life and of treasure. Still, few if any of the citizens appreciated the gravity of the situation, or rather it would be more accurate to say that few understood the magnitude of the movement to divide the Union, for the general belief in Nashua, as elsewhere, was that the war would not last more than a few months at the most. Its history is too familiar to our readers to need rehearsal here. During the four long years that the Rebellion continued, Nashua made frequent and liberal contributions of men and money, and the women of the city furnished many comforts and luxuries to the soldiers in the field and in the hospitals; and their gentle compassion and practical sympathy did much to ease the hardships of those who fought "that this nation might not perish from the earth." The total number of soldiers from Nashua was 924, among whom was Major General John G. Foster, whose name is commemorated by John G. Foster Post No. 7, of the Grand Army of the Republic, having its headquarters in this city and a membership composed of residents of Nashua and adjoining towns. General Foster was born in Whitefield, N. H., May 27, 1823, and received the rudiments of his education in Nashua, his family removing to this city when he was ten years of age. After attending the Academy at Hancock, he fitted for the West Point Military Academy at Crosby's school at Nashua, and was appointed cadet at West Point through the offices of Charles G. Atherton, member of Congress from New Hampshire, in 1842. He graduated in 1846, ranking fourth in his class, which included Gens. McClellan, Reno, Sturgis, Stoneman and Oakes of the Union Army, and Gens. Jackson and Wilcox of the rebel army. The Mexican war gave him an early opportunity to make practical use of his military training and he improved it so well as to be breveted First Lieutenant in 1847, "for gallant and meritorious conduct in the battle of Contreras and Churubusco." He was badly wounded at the storming of Molino del Rey and his bravery on that occasion won for him a brevet as Captain. In 1854 he returned to West Point as assistant professor of engineering, and was second in command at Fort Sumter when it was fired upon in April, 1861. A commission as brigadier-general of volunteers was given him in recognition of his conduct at that time; and throughout the Rebellion, General Foster was honored with responsible positions and discharged his duties so well as to give a most enviable reputation for gallantry, discretion and executive ability. After the close of the war he remained in services at the South for some years, but his health failing he was removed to Boston in 1869, his headquarters being at Fort Independence. Early in 1874 he took up his residence at the old homestead in Nashua, where he died September second.

The history of Nashua since the close of the Rebellion is comparatively uneventful, and of course is quite devoid of those romantic and exciting features which marked the early settlement of the territory, but we are told that "Peace hath her victories no less renowned than war," and the people of Nashua have made a most honorable record in those peaceful conquests over natural forces and conditions which are, after all, the true measure of a Nation's greatness. From the Nashua of 1775 with its 705 inhabitants, to the Nashua of 1890 with a population of 20,000, is certainly a most wonderful transition, and as the changes in territory and other fundamental conditions have been equally great, it is well to preface a sketch of the Nashua of to-day with a summary of its topography and a statement of its comparative position among other New Hampshire cities.

#### THE NASHUA OF TO-DAY.

Nashua is located on the boundary line of Massachusetts, in the southern part of Hillsborough County, and is bounded on the south by two Massachusetts towns—Tyngsborough and Dunstable; on the west by Hollis, on the north by Merrimack and on the east by Hudson and Litchfield, from which it is separated by the Merrimack River. The city is about  $6\frac{1}{2}$  miles long from north to south, and about  $4\frac{1}{2}$  miles wide from east to west, giving it an area approximating 18,898 acres, or almost 30 square miles. The surface is generally level, particularly in the eastern portion; the western section being of a rolling character, and the southern part containing a few low elevations, the highest of which is called Long Hill, and has an altitude of 439 feet. Owing to the absence of any high hills, no very extensive view of the surrounding country is to be had within the city limits; but in clear weather the prospect from the tower of the high school building is very attractive and varied, embracing as it does the entire city, the summits of Uncanoonuc, in Goffstown; the Crotched Mountain, in Franconia; Joe English Hill, in New Boston; Grand Monadnock, in Jaffrey; Pack Monadnock, in Peterborough; and famous old Mount Wachusett, in Massachusetts, from whence come the streams which unite in the Lancaster meadows, to form the river from which Nashua takes her name, and to which she owes her origin and development. Considered simply from the standpoint of size, the Nashua does not amount to much in this land of great rivers; but with streams as with men, it is energy and not magnitude that makes them important, and the little Nashua does an immense amount of highly productive work during the 30 miles of progress through Massachusetts and New Hampshire, and especially when flowing the few miles from Mine Falls to its mouth; the fall of water in that distance being about 54 feet. Even after losing its identity as a river it continues its good work, for joining the Merrimack, it helps to drive the big mills at Lowell, and before its waters are lost in the sea at Newburyport, it has turned many a great water-wheel, set almost countless spindles and looms in operation, and indirectly given employment to thousands of people, and reduced the cost of indispensable commodities to many thousands more. It is a favorite figure of speech to compare life to a river, and were we disposed to moralize, there is abundant material for many wise and instructive deductions (which nobody would read) in the case of this famous little stream. The city of Nashua is well watered, and would be even if the Nashua River did not exist, although in that case the chances are that the city would not be in existence either. The Merrimack River flows along the entire length of its eastern boundary, and Pennichuck Brook comes into the city from the north and Salmon Brook from the south, both these streams being very picturesque, and emptying into the Merrimack.

There are three natural ponds, Lovewell, Round and Sandy; the last-named being the most remarkable and also the most useful, for most of the ice used in the city comes from this singular pond, which has no perceptible inlet or outlet, and being fed by subterranean springs, its waters are exceptionally free and clear from organic matter. It would be well if the ice supply of every community could be obtained from an equally wholesome source, for contaminated ice is a frequent cause of disease, and it is probable that the low death-rate of Nashua—but 17 per 1,000—is

influenced to a very appreciable degree by the purity of the ice consumed. The climate of the city is healthful and the range of temperature moderate, judged from a New England standpoint, the highest point reached by the thermometer during the past quarter century being 99 degrees above zero and the other extreme being 32 degrees below, but it should be remembered that both these readings are very exceptional, the average temperature throughout the year being 48. However it may be in the country, in the city, and particularly in a manufacturing city, snow is an unqualified nuisance, and in presenting the advantages of Nashua as an industrial centre, stress should be laid upon the fact that it has a smaller fall of snow than any other inland city or town in the State. About four weeks of good sleighing is the average experience, and of late years the tendency has been towards still smaller figures. The rain-fall averages 39 inches. In spite of the large area of water-surface within and adjacent to the city, Nashua is quite exempt from fogs and malaria and from excessive dampness; this exception being largely due, no doubt, to the porous



VIEW ON NASHUA RIVER.

character of the soil, which is generally sandy. There are some productive farm lands in the southern portion, and in the intervals of the Nashua and Merrimack Rivers, but so far as fitness for agriculture is concerned, Nashua is below the average of adjacent towns. Granite ledges are found at Mine Falls and other points, and one of these, a mile west from the city proper, is drawn upon to furnish material for cellar walls and other rough stone work. The educational facilities of a community have as important a bearing upon its advantages as a place of residence as has its healthfulness, and the schools of Nashua are among its attractive features, for they have been liberally supported from the first, and now rank with the best in New England. The high school building was

completed in 1874, at a cost of \$105,000, and is conceded to be the best-constructed school edifice in the State. It contains ten large study and recitation rooms, a library room, two lecture rooms, a laboratory and offices, and a spacious hall. Its exterior is as attractive and tasteful in appearance as its interior is convenient, and the structure is a credit to all concerned in its erection. It accommodates not only the high school but also the largest grammar school in the city. The Mount Pleasant Grammar School building was erected in 1870, at a cost of \$50,000, and is a commodious three-story structure in which are located a grammar, intermediate and primary school. The Main street schoolhouse is less elaborate, but it is a spacious and well-built brick edifice, very thoroughly fitted up. At the present time there are 1,400 pupils in the day schools and 350 in the evening schools, while the parochial schools have an attendance of about 1,000. The annual appropriation for the maintenance of the school system is \$39,000, and no trouble or reasonable expense is spared to maintain the enviable reputation it has long enjoyed. There are

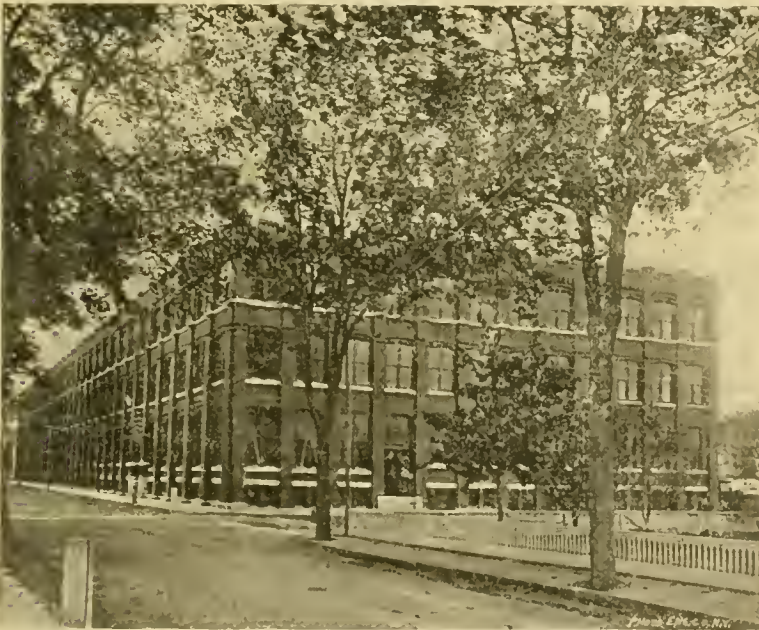
seven suburban district schools supported, and certainly there is no reason why every child brought up in Nashua should not have a good common school education at least.

Intimately connected with the public schools, is the public library, and here again the city pursues a wise and liberal course, sparing no pains to put instructive and entertaining reading at the command of every resident. The origin of the free public library is due to the Young Ladies' Soldiers' Aid Society, which was organized in the early days of the Rebellion, and did grand service in ameliorating the condition of soldiers in the field and in hospitals. At a reunion of this society, in March, 1867, it was decided to raise funds to help in the establishment of a public library, and a levee and fair was held for that purpose; the result being net receipts of \$1,089, which speaks well for the appreciativeness of the public and the executive ability of the managers, whose names deserve an abiding place in the good wishes of the people. The ladies having the affair in charge were Lucy F. Thayer, M. E. Shepherd, Mary P. Fiske, Hattie Richardson, Sarah W. Kendall, Mary E. Law and Mary E. Hunt. Some sixteen years before this fair was held, there had been founded the "Athenaeum," which was a private organization with corporate powers, instituted for the purpose of getting together a library for the use of the public on payment of a small weekly fee. Some 1,300 volumes were obtained, and although the usefulness of the enterprise was confined to a limited field, still it proved to be a public benefit. This library was given to the city with other gifts of books, and the sum raised by the fair, under certain conditions, among which was the payment by the city of at least \$1,000 per annum for the support and development of the library. These conditions were accepted in July, 1867, and a board of seven trustees was elected, and suitable rooms in the county building provided. As might easily have been predicted, the public library has been a great popular success from the first, and its facilities are being more generally utilized every year. The number of books is steadily increasing, and the taste shown in their selection is excellent. There are now about 9,500 books in the library, among which are standard works of history, travels, biography, agriculture and science and statistics, together with many classics in English literature, poetry, romance and the leading monthly publications. Choosing a library is a good deal like editing a newspaper,—the main difficulty is to decide judiciously what to leave out, and those who have had the choosing of the volumes forming the Nashua public library have discharged their responsible task with admirable discretion, the result being that no public library in New England has a larger proportion of good books, or a smaller proportion of what Horace Greeley used to significantly designate as "stuff." By far the fairest way to estimate a library or anything else is by its practical efficiency, and the fact that the majority of the families in Nashua avail themselves of the advantages of this institution, affords convincing proof that it is skilfully and humanly managed; and what we mean by "humanly" managed, will be readily understood by those familiar with the methods here practised, as compared with that exasperating and depressing formalism too common in the relations which public libraries bear to the people they are intended to serve. The best equipped library may easily be surpassed in usefulness by one far inferior as regards extent and facilities, if the latter be managed by a man or woman, and the former by a mere executive machine. No pertinent inquiries will be made in vain at the Nashua library, and advice concerning the choice of books is freely and cheerfully given.

From the Public Library to the Fire Department is quite an abrupt transition, but the two institutions resemble each other in one respect at least, they are both thoroughly well-managed. The recent destructive fires in Lynn and Boston have excited much comment regarding modern methods of fire-fighting and have already caused many a city to look after its fire department to see in what points its efficiency could be improved, for Boston's way of locking the stable door after the horse is stolen is decidedly expensive and by no means worthy of imitation. Of course the probability of a great conflagration in Nashua is not nearly so strong as it is in a densely populated city with narrow streets and high buildings, but still the local firemen have quick and intelligent work to do sometimes in order to subdue the flames before they do much damage, and

the fact that no fire which may fairly be called disastrous has ever occurred here, shows that the department is worthy of the confidence reposed in it. Its mechanical equipment is first-class and includes an electric fire alarm telegraph, three steam fire-engines, one chemical engine, two hose carriages, and a hook and ladder truck. There are more than 100 hydrants distributed throughout the city, the water being drawn from a reservoir on a hill high enough to give it a good head, so that quite a powerful stream can be thrown without an engine. The domestic water supply is excellent and abundant, pure brook water being furnished at very reasonable rates. Nashua would not be the live New England city it is did it not have able and influential newspapers to represent it, and in the *Gazette* and the *Telegraph* it has two journals which so completely cover the ground as to leave no room for rival sheets. Not that they pursue a dog in the manger policy, on the contrary they are always ready to welcome new enterprises and would no doubt extend the hand of fellowship to any worthy journalistic undertaking, being content to abide by the operation of the law of the survival of the fittest and to grant a fair field and no favor to all new comers, but

it is plainly evident that the people of Nashua and vicinity are entirely satisfied with the existing newspapers and they would be hard to suit if they were not, for both of the great political parties are ably represented under the present condition of affairs and both the *Gazette* and the *Telegraph* are, each in its own way, thoroughly devoted to the advancement of the best interests of the city. The first newspaper in Nashua was issued by Andrew E. Thayer in February, 1827, and was called the *Nashua Constellation*. It was sold to Israel Hunt, Jr., by whom its name was changed to the *Nashua Gazette*. It was then the only Democratic paper in the country, and has been the



NASHUA CARD MILLS.

organ of that party in Nashua from that time to the present day. The *Telegraph* was established in November, 1832, as an advocate of the whig party, and has always been a staunch supporter of Republican principles. Although pronounced in their views, neither of these papers is narrow in its partisanship, and their influence upon intelligent voters is consequently very considerable. Personalities have been consistently avoided by the editors, and a dignified tone characterizes whatever discussions they may enter into. Both papers are published daily and weekly, and have liberal advertising patronage and a satisfactory circulation.

One of the most worthy benevolent institutions in New Hampshire is the Protestant Home for Aged Women, which is carried on by an organization of Nashua's charitable women. This home was first opened in 1878, and has done a noble work, its management being remarkably efficient. Among the other notable organizations of the city may be mentioned the Chautauqua Literary and Scientific Circle, the Agassiz Association, the Appalachian Club, the Nashua Farmer's Grange, the Nashua Historical Society, and various lodges of Free Masons and Odd Fellows, the American

Legion of Honor and the Knights of Pythias, besides two societies of the Ancient Order of Hibernians. There are ten churches of various denominations in Nashua, and the ecclesiastical history of the city is of deep interest but far too extended to be properly considered within the limits of the present sketch. As early as 1674 it was voted to build a meeting house "to stand between Salmon Brook and the house of Lieutenant Wheeler, as near as may be for the convenience of the farmers," and its erection was begun in October of that year but not completed until 1678. This house was used only six years, being abandoned for a better and more conveniently located one in 1684. The first minister was the Rev. Thomas Weld, a native of Roxbury, and a graduate of Harvard. He died in 1702, and a handsome monument now marks his grave in the Old South burying ground. The next settled minister was Rev. Nathaniel Prentice, who officiated from 1720 to 1737. Two years later his place was taken by Rev. Josiah Swan who is reported to have been a better farmer than preacher. However this may be, he resigned in 1746 and went to farming in Walpole, being succeeded the following year by Rev. Samuel Bird who was an earnest disciple of Whitefield and whose views caused a split in the church; the dissenting party building a new meeting house and continuing to worship in strictly Orthodox fashion. Even after Mr. Bird's removal to Connecticut the trouble continued until finally a compromise was effected, both the old meeting houses torn down and a new one built at the centre, Rev. Joseph Kidder being ordained pastor. He was succeeded by Rev. E. P. Sperry, who was dismissed in 1819, and this same year the "Toleration Act" was passed, which severed the connection between church and state in New Hampshire. In 1825 the Nashua corporation built a meeting house on the present site of the Pilgrim church, and the following year it was bought by the Congregational society and Rev. Handel G. Nott was appointed pastor. In 1834 he announced that he could no longer conscientiously baptize infants, and by this caused a division of the church, the dissenters being slightly in the majority and therefore being empowered to form an organization with the title of the First Congregational church of Dunstable. The remainder of the Congregation soon organized as the Olive street Congregational church, and after 44 years, this society combined with the Pearl street Congregational church which had been organized in 1746; the result of the union being the Second Congregational (Pilgrim) church, which now worships in a well-appointed brick edifice on Olive street. Other existing ecclesiastical societies are the First Baptist church, the Universalist church, the protestant Episcopal church, the Unitarian church, the Methodist Episcopal church, and the Roman Catholic church; the latter including the French Catholic church, and having far more adherents than any other sect in the city. For the facts presented in this brief notice of the church history of Nashua we are indebted to one of the most instructive chapters in Mr. John H. Goodales' admirable history of that city.

The railroad facilities of Nashua have played a most important part in her industrial development, and fairly share with the Nashua River the distinction of having made the city what it now is. Very few inland cities in New England are so well equipped in this respect, and it is a noteworthy fact that freight can be shipped to all points at Boston rates. The first railroad built in New Hampshire had its terminus at Nashua, and was opened for the use of passengers October 8, 1838, by the Nashua & Lowell Railroad Company. There are now six lines radiating from that city, and making direct connections with all parts of this country and Canada, for on one side communication is had with Worcester, New York and the West; on the other side with Rochester, Portland, Bangor and the East, while on the north easy access is had to Manchester, Concord, the White Mountains, Vermont and Canada; and on the south to Lowell, Boston and Providence. Boston is reached by the Boston & Lowell Railroad, which runs 11 daily passenger trains, the time by express train being but one hour. The Concord Railroad affords direct communication with Montreal; the Wilton Railroad runs northwest to Keene, Rutland and the West; the Nashua, Acton & Boston Railroad runs southwest to Concord, Mass., and is operated by the Concord Railroad Company; and the Worcester & Nashua Railroad and Nashua & Rochester Railroad are operated by the Boston & Maine Railroad Company, and run east and west through Nashua from

Portland, Maine, 100 miles east to Worcester, Mass.; 44 miles southwest. All these roads are thoroughly well equipped; the rolling stock, both for passenger and freight service, being first-class, and the tracks and road-beds maintained in the very best of conditions. Under the present management, Nashua manufacturers and merchants are afforded exceptionally satisfactory facilities for the reception and delivery of goods, and as a natural consequence manufacturing can be carried on here under remarkably favorable conditions, while as a purchasing centre Nashua affords

advantages surpassed by no city in the State. A very extensive retail trade is carried on; and both regard the variety and quality of the goods, and the prices quoted, our local merchants have no reason to fear comparison with any other dealers in New England. This fact is well understood by the residents of Nashua and the adjoining towns, and but a very small proportion of the supplies consumed in this section is purchased outside the city. Some very handsome business blocks and elaborately fitted up stores are to be found on the principal streets; spacious plate-glass show windows, containing tastefully arranged goods, giving these thoroughfares a metropolitan appearance, especially in the evening, for the city and many of the business buildings are lighted by electricity.

There are four miles of street railway, over which cars run every five minutes, giving quick and cheap transportation from one section to another; and ample accommodations are present in the line of express and heavy teaming facilities from the depots and other points. The city has a free postal delivery, and, as may readily be imagined from the excellent railway facilities, the mail service to all points is frequent and prompt. The telegraphic and telephonic service is also first-class, the latter being very generally availed of by the more prominent manufacturers and merchants throughout the city. There are three



NASHUA SOLDIERS' MONUMENT.

\$370,000, and ranking among the best-managed and most influential institutions of the kind in New England. They have aided very materially in the development of the city, and are important factors in the sum of its advantages as a manufacturing and commercial centre. Even more important from an economic point of view are the four savings banks, which are ably and conservatively managed, and enjoy the entire confidence of the people, as is evidenced by their holding deposits amounting to \$5,000,000. There are also several private banking institutions in town.

so it will be seen that the financial needs of Nashua are well provided for. The city has a valuation of \$10,000,000 and a debt of only \$175,000, while the value of the property held by the municipality aggregates \$450,000. The tax-rate is low, and exceptional inducements are offered to responsible manufacturers seeking a location, both by private parties and the City Government; the former being prepared to give land to be utilized for manufacturing purposes, and the latter offering exemption of taxation for a term of years. So wise and liberal a policy is sure to have its effect, and vast as the manufacturing interests of the city now are, there is every reason to expect a decided and steady increase in the future. Some idea of the present status of industrial affairs may be gained from the following figures: There are three cotton mills, having a total capital of \$2,000,000, and operating 125,000 spindles and 4,000 looms; eleven wood-working establishments, turning out an immense variety of articles, from shuttles and bobbins to invalid beds; two large shoe factories, and twelve iron works producing steam engines, edge tools, large and small castings, heavy forgings, etc. Besides these, there is a large number of miscellaneous industrial establishments in which are manufactured card-board and glazed paper, money drawers, candy and many other articles. It would be difficult to find an equal number of manufacturing enterprises in any part of the country, carried on under more generally favorable conditions and manifesting more uniform prosperity, and although, of course, in these days of close competition, careful and skilful management is essential to success in any undertaking not a monopoly, still there can be no doubt that the conditions present in Nashua to-day will go as far to insure permanent success as will those available in any other city in the country. The jealousy and underhand opposition with which strangers have to contend in some cities and towns, when they try to establish new enterprises, is entirely absent here, and, indeed, responsible parties may depend upon receiving a cordial welcome, and being aided in every legitimate way to put their undertaking on a firm foundation. The Nashua Board of Trade, which was organized in the early part of 1889, with a membership of 85, including many of the leading business men of the city, has for its main object the industrial and commercial development of this section, and stands ready to promptly give dependable information relative to that purpose. One of the surest indexes of the prosperity of a community is afforded by the changes in its population from year to year, and the fact that Nashua has gained 5,000 residents during the past five years, shows that it is fully maintaining its reputation as one of the most progressive cities in New England. Aside from the opportunities offered for steady and remunerative employment within its borders, it is a very desirable place of residence from its pleasant, healthful and central location; its unsurpassed educational facilities, and the agreeable and cultivated society within its limits. The many beautiful residences which have been erected in and about the city during the past decade indicate the class of people who find in Nashua a congenial home, and both as a winter and a summer residence the city offers advantages which commend it highly to those who appreciate a combination of metropolitan convenience and suburban enjoyments. The streets and roads are generally well kept, and many delightful drives and walks are to be had within a short distance of the centre of the city. Those who enjoy an evening at the theatre are given abundant opportunity to gratify their tastes, for all the more prominent combinations visit the city, and the pieces presented range from farce comedy to Shaksperian tragedy. Lectures, concerts, etc., are also frequent, and in short the residents of Nashua need be deprived of none of those recreations which go so far to make "life worth living" in the pushing nineteenth century. The time has gone by when exceptional facilities for money making were to be had by exiling one's self to some remote point, far from the influences and enjoyments of cultivated society. The conviction is dawning upon the people, that here in New England are unsurpassed opportunities for the remunerative employment of brains, of experience and of capital; and a city offering the advantages possessed by Nashua may confidently look forward to a future that shall fully justify the promise of her honorable and progressive past.

BOARD OF TRADE OF NASHUA, N. H.

The Nashua Board of Trade is made up of eighty-five of the active business men of the city, and was organized April 2, 1889, the officers being as follows :

President,	J. D. Chandler.	Secretary, H. A. Cutter.
Vice-President,	L. F. Thurber.	Treasurer, I. F. Harris.

DIRECTORS.

J. D. Chandler,	L. F. Thurber,	I. F. Harris,
C. W. Stevens,	H. S. Norwell,	H. C. Phaneuf.
Patrick Barry,	G. R. Pierce,	J. H. Dunlap.

One of the prime objects of this organization is to call general attention to the many advantages which Nashua offers to manufacturers, for the members appreciate the fact that the city owes its prosperity to the magnitude and diversity of its manufacturing interests, and they are in a position to know that the field is by no means fully occupied : Nashua now affording industrial facilities that can be paralleled by very few communities either in or out of New England. The fact that the population of the city has increased from 15,000 to 20,000 during the past five years indicates how rapidly its development is progressing and shows the necessity of prompt action on the part of those who would avail themselves of existing conditions. What these conditions are, may be learned from the historical sketch forming a portion of this book, but for the benefit of those who prefer information in a highly condensed form we give the following summary :

Nashua is situated on the Merrimack and Nashua Rivers, which are bridged by seven bridges ; in a level country surrounded by several high hills. The water supply is abundant in quantity and excellent in quality ; pure brook water being forced into a reservoir sufficiently elevated to give it a good head in all parts of the city. The climate is invigorating and healthful, the rate of mortality being but 17 per 1000. The city is lighted by electricity, has a free postal delivery, four miles of street railway over which cars run every five minutes, and an electric fire alarm telegraph ; the fire department being very efficient and utilizing three steamers, one chemical, two hose companies and a hook and ladder truck, and more than 100 hydrants.

There are three National Banks with a capital of \$370,000, four Savings Banks with deposits of \$5,000,000, and several private banking institutions.

Nashua is a great railroad centre and the freight rates to all points are identical with those of Boston. The Boston & Lowell R. R., runs south to Boston 40 miles and maintains 11 daily passenger trains, the express time being one hour. The Wilton R. R., runs northwest to Keene, Rutland and the West ; the Concord R. R., north to Montreal, direct ; the Nashua, Acton & Boston R. R., is operated by the Concord and runs to Concord, Mass., southwest from Nashua ; the Worcester & Nashua R. R., and Nashua & Rochester R. R., are operated by the Boston & Maine and run east and west through Nashua from Portland, Me., 100 miles east, to Worcester, 44 miles.

Nashua has a valuation of \$10,000,000 and a debt of only \$175,000 while the city property is worth \$450,000. The City Government exempts from taxation, and private individuals stand ready to give land for manufacturing purposes. The leading established manufacturers are as follows : Cotton Mills, three, total capital of \$2,000,000 ; 125,000 spindles and 4000 looms. Wood Working establishments eleven, making shuttles, bobbins, furniture, doors, sashes, blinds, ice cream freezers, kits, barrels, crates, boxes, invalid beds, house finish, etc. Shoe manufacturers ; two, employing some 800 hands. Iron Works ; twelve, making steam engines, locks, files, edge tools, boilers, horse clippers, tools and machines, small and large castings and heavy forgings. Card board, glazed paper, paper boxes, candy, money drawers, etc. are also largely manufactured.

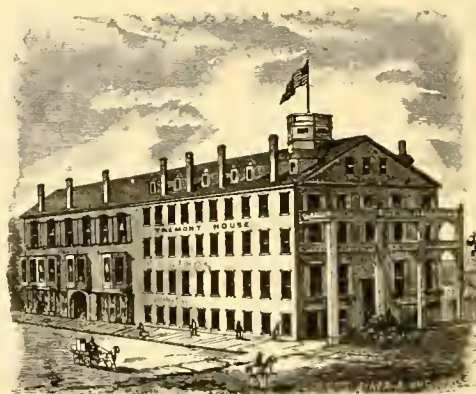
Labor is plenty, the expense of living is low, and responsible parties will meet with hearty co-operation in any attempt to establish legitimate industries on a firm and paying foundation.

# LEADING BUSINESS MEN OF NASHUA.

**Charles H. Blake**, City Florist. Flowers arranged in all Designs for Funerals, Parties and Churches, Choice Rose Buds a Specialty. Cut flowers and Plants, 50 Lock street, Nashua, N. H.—We Americans are commonly regarded as an eminently practical people, placing business before sentiment and caring more for heaping up the dollars than for cultivating our finer tastes, but this is in many respects a merely superficial and consequently an erroneous judgment, and one indication of its falsity is to be found in the immense and growing fondness for flowers in this country. Within comparatively few years the demand for cut flowers has doubled, and the Florists business has reached very large proportions, while improvements in flower culture have succeeded one another until now results are attained which, although brought about by purely natural processes, are none the less wonderful and in some respects almost phenomenal. An excellent idea of the magnitude and complexity of the plant now required by the successful city florist may be obtained by examining that utilized by Mr. Charles H. Blake, for his business has developed until it has reached very extensive proportions and his facilities have been increased correspondingly. He maintains 5 greenhouses, their respective dimensions being 25x60; 12x60; 15x60; 30x60 and 14x30, and they being fitted-up with the latest improved apparatus, etc., thus enabling operations to be carried on to the best possible advantage and putting the proprietor in a position to meet all honorable competition, both as regards the quality and the cost of his productions. He is a native of this city, and began operations in 1871. Mr. Blake displays excellent taste in the arrangement of flowers for funeral, parties, churches, etc., and can furnish floral emblems of any desired design at very short notice. He makes a specialty of choice rose buds, camellia's, carnations and smilax, and is prepared to supply plants of any kind at moderate rates. His place of business is at No. 50 Lock street and every order is assured prompt and painstaking attention.

**Tremont House.** Repaired, Refurnished and open for guests, C. H. Marden, proprietor, W. H. Greenleaf, clerk, Horse Cars to and from all Depots every ten minutes, Corner Main and Pearl Streets, Nashua, N. H.—There is no doubt but that the reputation of a city or a town among non-residents is largely dependent upon the character of its hotel accommodations, this fact indeed being so self-evident as not to require formal demonstration. It follows therefore that the entire community is directly interested in the hotel question, for satisfactory accommodations are sure to attract strangers and to favorably advertise the city—both of which tend to benefit every local business man; while on the con-

trary a visitor who feels that he is not getting his money's worth at his hotel is by no means apt to spend much while in town and is sure to depart with a poor opinion of the place and the people. Local merchants should therefore encourage and support a strictly first-class hotel by every means in their power, and in this connection we may properly call attention to what Mr. C. H. Marden is doing at the Tremont House, for he has



spared neither trouble nor expense in repairing and refurnishing this time-honored and representative hotel and is fully redeeming his promise to make it a strictly first-class house equipped with modern conveniences. The Tremont House is the oldest hotel in town, and was at one time carried on by Gilman Scripture who was succeeded in 1885 by R. K. Sherman & Co., the present proprietor assuming control in 1889. He is a native of Plymouth, N. H., and is well and favorably known throughout this State. Mr. Marden has expended a good deal of money on the hotel, which is now heated by steam, lighted by electricity, and in short fitted-up throughout in accordance with modern ideas. It is very conveniently located at the corner of Main and Pearl Sts., and the guest rooms are large, well-lighted and thoroughly comfortable. Horse cars run to and from all the depots every ten minutes and any part of the city can be easily and quickly reached. Mr. W. H. Greenleaf is the efficient clerk, and may be depended upon to do his best to make every guest feel at home. The terms of the house are moderate, the beds comfortable, the bill of fare varied and abundant, and the cooking first-class,—a combination which entitles the Tremont House to a leading position among New Hampshire hotels.

**The Davidson Investment Company.** E. M. Gilman, Eastern Manager. Eastern Office: 6 Nutt's Block, Nashua, N. H., General Offices Wichita, Kansas.—A great deal of loose talk is heard in certain quarters concerning the "folly" of investing in Western securities, but when such talk is so thoroughly sifted as to separate the minute portion of wheat from the immense quantity of chaff in which it was lost, it will be found that the moral of it all is simply this—don't invest in any securities, Eastern or Western, until you know what you are doing. We are aware that many investors cannot or do not care to take the time and trouble to visit the west in person, but this need be no hindrance to proceeding intelligently, for there are reputable concerns which make a specialty of handling western securities, and the standing of their eastern agents at least can be easily and accurately ascertained. There for instance is the Davidson Investment Company, having for its eastern manager Col. E. M. Gilman of this city. Certainly he needs no introduction from us to make him known to our Nashua readers, for he was born in this city and has an extensive circle of friends here, being prominent in both trade and social circles and having at one time been connected with the City Council, also a member of Gov. D. H. Goodell's staff of this state, with rank of Colonel. The Nashua office of the Company was taken by Messrs H. W. Gilman & Son in 1884, and the latter was appointed eastern manager two years later. The general offices of the company are in Wichita, Kansas, the eastern office being at No. 6 Nutt's Block. The company has a capital of \$400,000 and a surplus of \$85,000; Mr. J. O. Davidson being President and Mr. Thomas G. Fitch, Secretary and Treasurer. The management invite the closest scrutiny from those interested and detailed information concerning the methods and the practical operations of the enterprise will cheerfully be given on application, honest inquirers being afforded every opportunity to become familiar with the existing status and future prospects of the undertaking.

**Geo. S. Wheeler.** Piano and Organ Warerooms, Howard's Block, Nashua, N. H.—There is no more satisfying or gratifying evidence of the general prosperity of the people of this country, than that afforded by the immense number of pianos and organs sold annually, for although of course some of these instruments find their way into the homes of the rich, the great majority of them are purchased by working people. By this expression we mean, of course all those who support themselves by the labor of their hands or brains as distinguished from those who are in the receipt of an adequate income without necessity for personal exertion. The charms of music in the home, have been too often and too eloquently described to need mention here, and the demand existing for musical instruments shows that these charms are generally appreciated. We have no set advice to offer regarding the selection of a piano or organ, other than "get the best." Don't buy an unreliable instrument, at any price, and to get a reliable one, patronize a reliable dealer. Mr. Geo. S. Wheeler, located in Howard's Block, Nashua, acts as agent for some of the best manufacturers in this country, and no mistake will be made by those purchasing of him. He is a native of Littleton, Mass., and has been identified with the piano and organ business here for over 30 years. Mr. Wheeler represents such houses as Steinway, Knabe, Sohmer, Behr Bros., Everett, Briggs, and Emerson piano manufacturers and Mason & Hamlin and Fort Wayne organs, and guarantees his prices to be as low as can be found at any store in Boston or New York. No one wanting a piano or organ should neglect paying Mr. Wheeler a visit as his terms are easy, and instruments are sold on instalments when desired. He also deals largely in music boxes and organettes. Being a practical tuner for 30 years, his judgment can be relied upon as to the merits of every piano he sells.

**Miles J. Merrill,** Real Estate, 66 Main street, Nashua, N. H.—In a growing community such as Nashua there is a most promising field for the operations of such an enterprise as that conducted by Mr. Miles J. Merrill, at No. 66 Main Street, and during the more than ten years that this undertaking has been carried on it has proved a decided public convenience and has exerted a powerful influence in developing the city. Mr. Merrill is a native of Amherst, N. H., and, having given real estate matters long and careful study, is excellently well-informed on the subject and is in a position to render valuable assistance to those wishing to dispose of, invest in or rent such property. He has some very desirable estates on his books and is always ready to give full information to those interested. Being well and favorably known in financial circles, Mr. Merrill is prepared to place mortgages on the most advantageous terms, and all desiring to negotiate a loan for either a large or small amount would do well to give him a call. Business is promptly and carefully transacted, the interests of all parties concerned being fully protected and no pains being spared to maintain the enviable reputation this office has long held among investors and borrowers. Communications by mail or otherwise are assured immediate and painstaking attention, and we can unreservedly recommend this agency to our readers.

**John A. Hartshorn,** Clothier and Gents' Furnisher, 173 Main street, Nashua, N. H.—No observant foreigner can visit the United States without being impressed by the generally "well-dressed" condition of the people, and such visitors have often remarked that it was next to impossible to judge an American's station in life by his appearance, for rich and poor dress alike. Well, this is as it should be, for we don't attach any importance to "stations in life" in this country and there is certainly no reason why the well-to-do should monopolize all the "good clothes." Fortunately a man need not be a millionaire in order to dress fashionably, and indeed it is really surprising to see how far a dollar will go now-a-days in buying clothing. Call at the store of Mr. John A. Hartshorn at No. 173 Main street, and you will realize this fact if you never did before. This gentleman carries a heavy stock of clothing, comprising garments for street, dress or working wear, and quotes prices that are certainly hard to match elsewhere, for they are way down to the lowest notch, in every instance. Gents' furnishings, hats, caps, trunks, bags, umbrellas, etc., are also handled largely and bottom rates are named in every department. Mr. Hartshorn has carried on operation in Nashua since 1886, having succeeded Mr. John A. Russell in business. Customers receive immediate and polite attention, and every article dealt in is sold strictly on its merits.

**C. W. Finning,** Groceries, Flour, etc., 66 Canal street, Nashua, N. H.—The establishment carried on by Mr. C. W. Finning is one of those stores which make no great pretensions, and yet could be much less easily spared than many a more imposing and more extensive place of business. Mr. Finning occupies a store 25x75 feet in dimensions and carries a clean and desirable stock of staple and fancy groceries, flour and many other articles in active and constant demand. He is a native of Nashua and has become widely and favorably known in this vicinity since founding his present business in 1877. The store is conveniently located at No. 66 Canal street, and is supplied with all necessary facilities to enable orders to be promptly and accurately filled. Employment is given to an experienced and competent assistant. The popularity of this establishment is due to many causes, but to none more than the uniform reliability of the goods furnished. Mr. Finning makes it a point to obtain his supplies from entirely reputable manufacturers and jobbers, and hence is in a position to guarantee that his goods will prove just as represented.

**McQuesten & Chase.** Dealers in Tarnic Pond Ice, Wood, Lumber, Baled Hay and Straw, Wood Sawed and Split, 25 Railroad square, Nashua, N. H.—When once an idea gets into possession of the public mind it is very hard to dislodge it, even though its fallacy be clearly proved and a notable case in point is that afforded by the difficulty of making the general public appreciate the dangers from the use of impure ice. It was long believed and thought that the most impure water was made harmless by freezing, it being held that all impurities were eliminated during the process, but science has demonstrated that this is so far from being the truth that ice made from contaminated water is actually worse if anything than the water itself. This being the case it is obvious that careful discrimination should be used as regards the source of the ice-supply, and the residents of Nashua are to be congratulated on having such absolutely wholesome ice at their disposal as is obtained from Tarnic Pond. This is distributed by Messrs. McQuesten & Chase, who have first-class facilities and offer regular, prompt, reliable and cheap service to both wholesale and retail consumers. They also deal in Wood, Lumber, Baled Hay and Straw, and saw and split wood to any desirable dimensions and at short notice. The firm is composed of Messrs. F. H. McQuesten and J. F. Chase, both of whom are natives of Litchfield, N. H., and were in business there before coming to Nashua in 1886. An important department of the business is the buying and clearing of wood-lots, and those having such to sell would do well to communicate with this responsible house. The office is located at No. 25 Railroad square, and all orders left at or sent to that address are assured immediate and painstaking attention.

**First National Bank** of Nashua.—There can be no question but that the excellent banking facilities available in Nashua, have had much to do with the development of the city, and while the prominent position it now holds as a manufacturing and mercantile centre is doubtless due in a great measure to advantages of location and to individual ability and enterprise shown in appreciating and developing those advantages, still the efficient and persistent aid rendered by local banking institutions can by no means be properly left out of the reckoning. Since the incorporation of the First National Bank in 1863 it has been one of the most active and progressive financial institutions in the state, and has not only been conducted with a careful regard for local interests but has exerted a powerful influence in calling the favorable attention of other communities to the opportunities Nashua offers for the successful carrying on of manufacturing and mercantile enterprises. There have been occasions in this city (as there are at times in any community of any importance) when precipitate and ill-advised action on the part of such an institution as this would have resulted in serious and lasting harm to local interests, but the management have always proved themselves to be equal to the emergency and while sparing no pains to maintain that perfect solvency and high credit which is the first requisite of permanent success in financial operations, have not allowed extreme conservatism to stand in the way of affording timely, deserved and efficient assistance. They have been greatly aided in acting judiciously by their intimate personal acquaintance with local conditions,—an acquaintance which could never be attained in a similar degree by men not individually engaged in developing the city's resources, for those in charge of the First National Bank are also very prominently identified with some of the leading undertakings carried on in the community, as our Nashua readers will see by a perusal of the following list: President, George A. Ramsdell; Cashier, J. A. Spalding; Assistant Cashier, William E. Spalding; Directors, George A. Ramsdell, S. D. Greeley, L. A. Roby, S. S. Whithed, Charles Holman, C. H. Burns, J. A. Spalding. The

bank had its charter extended in 1882, and was never better prepared than at the present time to carry on the work it has so successfully inaugurated. It has a capital of \$100,000, and its financial condition is such as to reflect credit on its officers past, and present, and to enable unsurpassed facilities to be offered to all in need of the services which only a well-equipped and well-managed National Bank can render.

**R. M. Sawyer & Co.,** Dealers in Groceries, Provisions, Finest Teas and Coffees, No. 5 Merchants Exchange, Nashua, N. H.—There are many reasons why the establishment now conducted by R. M. Sawyer & Co. should be the favorite it undoubtedly is with the general public, and these reasons are so sound and conclusive that there is no danger of the establishment in question losing its popularity, under its present management at least. The enterprise was inaugurated in 1855, under the firm name of R. M. Sawyer & Co. and ten years later the style of Sawyer & Merriam was adopted, and continued until 1876. When the present firm of R. M. Sawyer & Co. was formed, the individual members being Mr. R. M. Sawyer, a native of Stockbridge, Vt., who is the oldest grocery man in the business in Nashua, and Mr. W. A. Ober of Hopkinton, N. H. Mr. Sawyer has held the offices of Assessor and Alderman and Mr. Ober that of Councilman. They are both very well known about town, and during their extended business career in this city they have made many friends and have gained a well deserved reputation for enterprise and liberal methods. The premises utilized are located at No. 5 Merchants Exchange and 181 Main street, and comprise a store, and store-room, each of the dimensions of 20x71 feet. One reason for the great popularity enjoyed by the undertaking is to be found in the variety and extent of the stock on hand, for it not only includes groceries and provisions of all kinds, but these food supplies are guaranteed fresh and first-class in all respects. Fine teas and coffees are also included, and a line of choice colognes, perfumes, and extracts. The prices are as low as the lowest, for goods of equal quality, and the employment of competent assistants makes it possible for prompt and courteous attention.

**A. H. Saunders,** Architect and Engineer, City Engineer, Besom Block, Rooms 15 and 16, Nashua, N. H.—No doubt there is more or less vexation and trouble inseparable from building, but at least two-thirds of the annoyance commonly met with in this connection may be entirely obviated by securing the assistance of a competent and conscientious architect. We are aware that many people do not take this view of the subject, many apparently believing that the services of an architect merely involve additional expense without compensating gain, but so erroneous is this position that it may be asserted without reserve that an architect who cannot save an amount considerably exceeding his professional fees, to his employer, in the construction of a given building, should not be engaged at any price. This saving is made in almost innumerable ways; in the quality of the material used, the character of the workmanship, the convenience of the arrangement of the rooms, etc., and finally in the time and trouble saved by being intelligently represented in the conduct of affairs; for an architect will contract to personally supervise the building operations and be responsible for their being properly done. Pains should be taken of course to assure one's self of the ability and integrity of the architect, but such assurance is easily to be obtained in the case of Mr. A. H. Saunders, of this city, for he is very widely known here and his reputation is of the best. Mr. Saunders is an architect and engineer, and has an office in Besom Block, Room 16. He is thoroughly trained in the technical details of his profession, and is uniformly moderate in his charges; while prompt and painstaking attention is assured to every commission.

**P. T. Brophy & Brother**, Restaurant, 161 Main street, Nashua, N. H. Cape Oysters in season.—P. T. Brophy & Brother keep just such an establishment as the majority of experienced travelers like to come across, for its proprietors pay more attention to comfort than to style, and the consequence is that their guests obtain most satisfactory accommodations at most reasonable figures. Of course it is hard to define just what is meant by "style" for what may seem very stylish to one man may appear quite the opposite to another, but generally speaking, the most "stylish" restaurants are those that charge the highest rates, for the least satisfactory service. Messrs P. T. Brophy & Brother have been identified with their present enterprise since 1889, and their restaurant has become known as a most excellent place at which to get a good substantial meal for a very little money, and there is not a similar establishment in this section of the city deserving a more liberal patronage. The bill of fare is always extensive and varied, and during the season a specialty is made of cape oysters, these delicious bivalves being prepared in every style known in the culinary art. Fine wine and cigars are also dealt in, and at all times of year the supply of substantials, and delicacies, is sufficiently abundant and varied to allow of all tastes being suited. The premises utilized by P. T. Brophy & Brother are located at No. 161 Main street, and have a capacity for seating seventy-five guests. Five efficient assistants are constantly employed, and all patrons are promptly and politely served.

**N. H. Banking Co.**, Solomon Spalding, President, W. A. Farley, Treasurer, 52 Main street, near Bridge, Nashua, N. H.—Small sums of money are best invested in a Savings Bank, and if we were asked to name one of the best banks of this kind which New Hampshire can show, we would not hesitate to call attention to that conducted by the New Hampshire Banking Company of this city, for since the incorporation of this institution as a guaranty Savings Bank in 1879, its record has been such as to inspire the utmost confidence in the enterprise and in its management. At the present writing the company holds on deposit the sum of \$1,038,432.22 and shows a surplus of \$69,696.72, while the Guarantee Fund (paid in) amounts to \$125,000. That this is a highly creditable and gratifying condition of affairs goes without saying, and when we consider the comparatively few years that have elapsed since the undertaking was founded and the firm hold it now has on the confidence of those most familiar with the methods employed, we are justified in forming the most sanguine hopes for the future of the institution and in unreservedly commending it to our readers, while the individual standing of the officers serves "to make assurance doubly sure" and to place the safety of all sums entrusted to the company beyond the possibility of a doubt. The names of the gentlemen in question are as follows:

PRESIDENT,  
Solomon Spalding.

TREASURER,  
W. A. Farley.

TRUSTEES.

Solomon Spalding,	Charles H. Nutt,
Solon S. Whitted,	Edward Hardy,
Archibald H. Dunlap,	Charles Holman,
Albert A. Rotch,	David O. Smith,
Eugene F. McQuesten,	George Phelps.

The bank is located at No. 52 Main street, near Bridge, and the business hours are from 9 to 12 a. m., and 2 to 4 p. m., except Saturday afternoons; and Wednesday and Saturday evenings from 7 to 8. Interest commences on the first business day of every month, and as high a rate is paid as is consistent with that absolute security which is indispensable to the successful management of an institution of this character.

**I. O. Woodward & Cory**, Manufacturers and Dealers in Fine Harnesses, Saddles, Robes, Whips, Blankets, Brushes, also Trunks and Traveling Bags, No. 5 Railroad square, Nashua, N. H.—The harness shop conducted by Messrs. I. O. Woodward & Cory, at No. 5 Railroad square is the oldest stand of the kind in town, it having been devoted to its present use for more than half a century. But our readers may be sure that it has something besides its age to recommend it, as otherwise it would never have attained the leading position it now holds among similar establishments in this section of the state. The present proprietors succeeded Mr. Cyrus Coburn, and have been in possession since 1872, during which time they have developed the business and gained the reputation of selling thoroughly dependable goods at the very lowest market rates, so it is no wonder that the enterprise is highly popular and is looked upon as representative in the best sense of the word. Mr. I. O. Woodward is a native of Hanover, N. H., and Mr. S. L. Cory of Hartland, Vt., both these gentlemen being practical harness-makers and giving personal attention to the filling of orders. They are manufacturers and dealers in Fine Harnesses, Saddles, Robes, Whips, Blankets, Brushes, Combs, Horse Boots, and in fact Horse Furnishing goods of all descriptions. Trunks and Traveling Bags are also largely dealt in, many styles being offered and bottom prices quoted. Particular attention is given to repairing in all its branches, and orders are carefully and promptly filled.

**J. G. Blunt & Son**, Groceries, Provisions, Dry Goods, Boots, Shoes, &c., Corner Pearl and Chestnut streets.—Seldom can a more historic establishment be found than in the one now conducted by E. O. Blunt, at the corner of Pearl and Chestnut streets. As far back as 1836, the business was founded by John Blunt; one year later his son, familiarly known as Dea. John G. Blunt, was admitted to partnership, and retained active interest until his death in 1883, having been in the firm the long space of 47 years. E. O. Blunt, son of John G., and grandson of the founder, was given an interest 22 years ago, and though the firm name remains unchanged, since his father's death he has conducted this large business alone. In the long period since its foundation, the old store has seen many changes in its neighborhood—factories and dwellings have been built on every side, and the growth of his business has kept pace with the increase of population; its corporation patronage is a large one, but its trade also extends to all parts of the city, requiring the services of five men and three teams to attend to it. The store is divided into departments, with cellar under the whole, while adjoining in the rear is a great store room for molasses and flour, with two floors above for general storage—and the whole is filled to repletion with his great and varied stock, among which may be named a full line of the best family groceries, canned goods, and fancy groceries, butter, cheese, eggs and flour, a large line of crockery, lamps and glassware, country produce, all kinds of fruits in their season, tobacco and superior brands of cigars, confectionery, nuts, knick-knacks generally, a line of dry goods, and a boot and shoe department. A great stock of flour is carried, and a large line of finest butter from most reliable dairies and creameries is constantly kept on hand. Special attention is given to teas and coffees, they being bought only after being thoroughly tested and from the most reliable importers, and for these goods this house bears an enviable reputation throughout the city. The continuance in business at one location of three generations of the same family, speaks volumes for the reliability of the establishment as well as for their reputation, and like each of his predecessors, the present proprietor is universally respected. He has held various important positions, was Alderman for three years and Representative in 1881 and Senator in 1887, was also chairman of Republican City Committee in 1889.

**W. B. Wakelin.** Wholesale and Retail Dealer in Foreign and Domestic Dry Goods, No. 157 Main street, Nashua, N. H.—The importance of Nashua as a business centre is not easily over-estimated, for the city is the headquarters of trade in this section of the state, and the residents of the country for miles around have come to look upon Nashua as the place where supplies of all kinds can be bought to the best advantage. This condition of affairs has not been brought about without hard and intelligent work on the part of our local merchants, and can only be maintained by a continuance of the present policy of "quick sales and small profits." Of course there are some establishments which are recognized as being the leaders in the movement to supply consumers at the lowest possible rates, and very prominent among these is that conducted by Mr. W. B. Wakelin, at No. 157 Main street. This enterprise was started in 1880, by Messrs. Foster & Wakelin, and has been under the sole control of the present proprietor since 1881. Mr. Wakelin is a wholesale and retail dealer in Foreign and Domestic Dry Goods, and utilizes very spacious premises, consisting of a front store of the dimensions of 25x50 feet, a back store, measuring 20x50 feet, and a basement of about the same size. Any attempt to describe the stock, within our necessary limited space, could result in nothing but failure and we will simply say that it is exceptionally complete in every department and is constituted exclusively of fresh, saleable goods, comprising the very latest fashionable novelties. Employment is given to 13 assistants, thus assuring immediate and careful attention to every caller, and while every article is warranted to prove as represented the prices are in every instance as low as the lowest.

**Hatch, Law & Co.,** Manufacturers and Jobbers of Walnut, Ash, Cherry and Oak Chamber Furniture, also Chiffoniers, Sideboards and Tables, Nashua, N. H.—Not only is furniture cheaper at the present time than it ever was before, but it is much more beautiful and tasteful, and should any of our readers be disposed to doubt either of these statements we will simply refer them to the illustrated catalogues of ten or fifteen years ago: while those published before that time will afford yet stronger proof of our assertion. There is a great amount of capital invested in furniture manufacturing, continual improvement is going on in the machinery used, and the result is a lowering of the cost of production, while at the same time the various operations incidental to it are carried on with even greater accuracy than before. A fine example of a thoroughly equipped modern furniture factory is that afforded by the establishment conducted by Messrs. Hatch, Law & Co., in this city, for this firm utilize a most elaborate and efficient plant of improved machinery, run by a 100 horse-power engine, and are very extensively engaged in the production of Walnut, Ash, Cherry and Oak Chamber Furniture, and of Chiffoniers, Sideboards and Tables. Operations were begun in 1880 by Mr. S. I. Fox, the enterprise being continued in 1884 by Messrs. Fox & Hatch, who gave place to the present firm in 1887. Mr. Hatch is a native of Hardwick, Vt., and Mr. Law of Scotland, the latter gentleman having been 12 years in business in Boston, before coming to this city. The premises utilized comprise 4 floors, of the dimension of 200x45 feet, and are very conveniently arranged, the facilities for the reception of material and the delivery of goods being most excellent. Employment is given to from 60 to 70 assistants, and the work is so carefully supervised that the results attained are uniformly desirable. Messrs. Hatch, Law & Co., are jobbers as well as manufacturers, and are prepared to supply dealers with their productions at very favorable rates. A great variety of tasteful and popular styles are produced and the goods can safely be guaranteed to give competent satisfaction to the most fastidious trade.

**Crowley Brothers,** Dealers in Clothing, Hats and Gents' Furnishings, 74 Main street, Nashua, N. H.—It is so well known by the majority of people that no single article of dress exerts a more controlling influence over the entire appearance than the hat, that no argument is called for in support of a statement to that effect. The eye involuntarily seeks the face of the person it looks upon, and when the face is seen the hat must necessarily be in view also if it be worn at all. The best is the cheapest in hats as in many other articles of wearing apparel, and it costs no more to get those that combine style, and durability, than it does to get those that are durable alone. That is to say if you visit an establishment where a large stock is carried and which is controlled by men of experience, you will be sure to have the choice offered you to purchase a fashionable and well-made article at a fair price. For instance, call on Messrs. Crowley Brothers at No. 74 Main street. Here you will find a beautiful and comprehensive stock of clothing, hats, and Gents' furnishings, etc. to select from. Messrs. Crowley Brothers have been identified with their present enterprise since 1889, and now utilize premises located at the above address. Messrs. T. A. and J. B. Crowley are both natives of Nashua, and have both been employed in the U. S. Pension Agency at Concord. These gentlemen are well known and highly esteemed as business men and native citizens of Nashua.

**R. P. Elliott,** Manager Branch Office Wright, Brown & Crossley, Solicitor of patents. Draughting, Designing and Perfecting of Inventions a Specialty. Goodrich Block, Room 8, Nashua, N. H.—Americans are known the world over as a highly ingenious and inventive people, and if any proof of the justness of this estimate were needed it could be found in the immense number of letters patent issued at Washington every year;—patents so bewildering in variety and comprehensive in scope that it seems as though there could be nothing left original under the sun on which to base a claim for a patent. Our patent system has many defects, no doubt, but it is probably as perfect a one as the world can show and it has certainly wonderfully stimulated invention. The very extent to which it is utilized is one of its weaknesses, for it tends to make the machinery of its government unwieldy and cumbersome, and it is undeniably true that an inventor having but little experience in the obtaining of a patent and but little time to devote to the matter, will meet with great trouble and vexation in the accomplishment of his purpose, and that even after his patent is granted it may be of but little practical use owing to the looseness with which the claims upon which it is based are presented. Therefore it is always best to obtain the aid of an expert solicitor, and not merely of a trained patent lawyer but of a man who is a thorough mechanic and can appreciate and make plain to others the strong points of the invention to which his attention is called. Such a man is Mr. R. P. Elliott, who has an office in Goodrich Block, room No. 8, and has been connected with the business since 1878. Mr. Elliott is a native of Somerville, Mass., and carries on a machine manufacturing business in Milford, N. H., besides his enterprise in Nashua where he is manager of the branch office of Messrs. Wright, Brown & Crossley, Solicitors of Patents, this being the only office of the kind in town. Mr. Elliott makes a specialty of the draughting, designing and perfecting of inventions and is competent to render most efficient aid to those seeking to simplify or develop mechanical devices, for he is a mechanical expert of high standing, and has appeared in this capacity in many important cases. Prompt personal attention will be given to communications, and inventors and others interested should give Mr. Elliott a call, for his terms are uniformly moderate and the result will doubtless be satisfactory to all parties concerned.

**Geo. B. McQuesten**, West India Goods and Fancy Groceries, Telephone No. 63-3, No. 29 Bridge street, Nashua, N. H.—The establishment conducted by Mr. Geo. B. McQuesten, at No. 29 Bridge street, is a prime favorite with the purchasing public, and those conversant with the methods employed and the advantages offered at this commodious and well-known store, cannot but admit that its popularity, great as it is, is thoroughly well-deserved. The business has not attained its present magnitude in a year or even in a decade, for it was founded more than 30 years ago, and its development has been gradual and permanent. Operations were begun by Mr. G. B. McQuesten, the present proprietor having assumed sole control in 1880. He is a native of this city and has a very large circle of friends throughout Nashua and vicinity. The premises are 42x105 feet in dimensions, affording ample room for the accommodation of a heavy stock of West India Goods and Fancy Groceries, together with a full assortment of Crockery, etc., the Crockery ware-room being on the second floor. Perhaps the most adequate idea of the extent of the business may be gained from the fact that employment is afforded to 11 assistants, and Mr. McQuesten's policy of having so large a force to attend to the demands of his trade, bears fruit in the prompt and painstaking service assured to every customer, much less delay being met with in the delivery of orders than in many an establishment of decidedly inferior magnitude. He is the sole agent in Nashua for Urban's Best Flour, which is conceded to be unsurpassed for family use and has won great popularity wherever introduced. Meats and Provisions are largely dealt in, and in short a full line of Family Stores is constantly in stock at this popular store, the goods being offered at prices in accordance with the lowest rates.

**The Nashua Novelty Works**, Nashua, N. H.—This concern commenced business in 1856 in the south hall of Beason Block, and its first work was the manufacture of bird cages. In about two years Mr. Fletcher became the sole proprietor, and continued the business alone until 1862, when Mr. Amos Webster became his associate. An increasing business soon required more room, and the firm, known as Fletcher & Webster, moved into the card shop building on Hollis street in 1864. From time to time additions had been made to their list of goods manufactured, and in their new quarters, toy work and novelties were produced in much larger quantities than before. In 1866, the firm branched out quite largely in manufacturing furniture, Mr. Fletcher having sold his interests in that business at Thornton's Ferry, with a view of concentrating his energies here. The business thus combined grew to such proportions that in 1869 the furniture part was moved to new buildings built for the purpose on Bowery street. The novelty business, however, was continued on Hollis street until 1872, when a shop, 56 x 40, 3½ stories, was erected on the north side of Bowery street, at the corner of Pond, for its accommodation. A little prior to this Mr. C. H. Hunt had been admitted a partner in the business on Hollis street, and it was there for a while carried on in the name of C. H. Hunt & Co. On the erection of the new building, the firm was reorganized, Mr. Webster, and soon after Mr. Hunt, retiring, and Messrs. S. C. Knowlton and H. O. Atwood succeeding them, under the firm name of Fletcher, Knowlton & Atwood. The business in the new shop then, for the first time, took the name of the Nashua Novelty Works. Later on Mr. Fletcher bought out his partners, and since 1881 has been sole proprietor. In 1882, another building was erected, three stories, 74 x 40. The business now is in a flourishing condition, and manufactures about 10,000 lawn settees a year, and a large variety of toy and novelty goods. Mr. Fletcher has held to the business from the first, and kept it up in the duldest of times, making it a fair average success. He is still manager, assisted by Mr. C. W. Coffin and H. J. Griswold.

**Nashua Boot and Shoe Mfg. Co.** Oil Grain, Veal Calf, and Buff Goods. Grain Goods a Specialty. Men's, Boys', Youths', Women's, Misses' and Children's. Nashua, N. H., Allds Road.—An enterprise which most certainly deserves prominent mention in a review of the representative industries of Nashua, is that conducted by the Nashua Boot and Shoe Manufacturing Company, for this undertaking, although of very recent origin, is already a pronounced success and affords a significant indication of how the resources of the city may be very materially developed. The company was incorporated in 1889, with a capital of \$15,000; the President being Mayor C. H. Burke and the Treasurer Mr. M. A. Taylor while the position of Sup't is ably filled by Mr. W. S. Farnsworth. The premises utilized comprise 3 floors of the dimensions of 60x38 feet, and are very completely fitted-up with machinery of the most improved type, including a 20 horse engine and a 30 horse boiler; the capacity of the factory being 500 pair per day. The company manufacture oil grain, veal calf and buff goods, including those suited for men's, boys', youths', women's, misses', and children's wear, and make a leading specialty of grain goods. Employment is given to 60 assistants and the most extensive orders can be filled at comparatively short notice, and at rates that cannot fail to give the company a fair share of the public patronage. The magnitude which the business has already attained proves that there is a ready market for such goods as this factory is prepared to turn out, and as every process of the manufacture is carried on under painstaking supervision and selected material is used, there is no doubt but that the present uniformity of excellence noticeable in the finished product will be steadily maintained.

**C. A. Neal, D. D. S.**, Spalding Block, 237 Main St., Nashua.—Among those proverbs the wisdom of which becomes more and more evident as our experience of life increases, that should be given a prominent and honorable position which informs us that "an ounce of prevention is worth a pound of cure." This is especially true in connection with the care of teeth, for it is unquestionably easier, more agreeable and more economical to keep them in condition by regular and careful attention than it is to have the ravages of decay arrested and discoloration of the teeth removed by expert treatment; but many of us unfortunately have no choice in the matter at this late date, our teeth already being in a condition that calls for the adoption of prompt and decisive measures of relief. Under these circumstances, it is obvious that information as to the whereabouts of a competent and experienced dentist cannot fail to be acceptable, and we take pleasure in calling attention to the facilities possessed by C. A. Neal, D. D. S., for this gentleman is not only skilled in his profession but is also so gentle in his methods as to inspire confidence in the most timid, and entirely do away with that most uncomfortable feeling of uneasiness which many of us labor under whenever we occupy a dentist's chair. Dr. Neal is a native of Hudson, Mass., and is a graduate of the Howard University, Washington, D. C. He has practiced his profession in Boston, Mass., and in Lynn, Mass., coming to Nashua in 1889. His rooms are conveniently located in Spalding Block, No. 237 Main street, and are very thoroughly equipped, the comfort of callers being carefully consulted and the operating room being furnished with the latest-improved instruments and appliances, enabling dentistry in all its branches to be carried on in accordance with the most improved methods. By this method of administering the Vegetable Vapor, patient's are enabled to have teeth extracted without pain and free from all dangers common to Gas, Ether or Chloroform. Dr. Neal is moderate in his charges, and his work is fully guaranteed in every respect.

**Daggett & Cross**, Dealers in Groceries and Provisions, choice Teas and Coffees, corner Main and Franklin Streets, Nashua.—The number of concerns in this country, engaged in the handling what are known as "staple" commodities is, of course, something enormous, for where there is a population of over 60,000,000 souls to be fed, clothed and otherwise provided for, it is evident that there must be many hands to do the work. As a general rule the merchants of the United States are enterprising, sagacious and perfectly reliable, so that it requires a special degree of excellence to attain distinction, when the average is so high and therefore, those firms which have gained prominence are all the more worthy of mention. One of the foremost of these in Nashua is that of Daggett & Cross, engaged in the retail trade of choice Tea and Coffee, Meats and Groceries, and located at the corner of Main and Franklin Streets, for the articles handled by them are "Staple" in the full sense of the term, being uniformly excellent in quality, and such as are indispensable in every family. The enterprise carried on by Messrs. Daggett & Cross was founded by them in 1866, and now holds a prominent place among other establishments of the kind in this vicinity. The premises are 40x60 feet in dimensions and fully stocked with complete lines of the goods handled. Employment is given to a sufficient force of assistants, and the service is prompt and courteous. The individual members of this firm are Mr. C. R. Daggett who is a native of Greene, Me., and has been Alderman and Councilman, and Mr. L. S. Cross of Lyndborough, N. H., who has been Representative and Councilman. Both these gentlemen are so well known in this community as to hardly need personal mention at our hands, being thoroughly reliable and well-known citizens and business men of Nashua.

**Underhill Edge Tool Co.**, Underhill and Amoskeag Consolidated Axes and Edge Tools, Nashua, N. H. The decided superiority of American Axes have long been conceded, and it is stated on excellent authority that Mr. Gladstone himself uses an axe of American manufacture when indulging in the exercise of tree-felling to which no small part of his wonderful vigor is probably attributable. We do not know that the axe in question was made by the Underhill Edge Tool Company, but it is not at all unlikely to be one of that famous make for many of them are exported, and no axe manufactured has a more enviable reputation for efficiency and durability. The enterprise conducted by this company was inaugurated by Mr. G. W. Underhill, and the business was placed in corporate form in 1852, the company consolidating with the Amoskeag Axe Company of Manchester, N. H., in 1879, and since that date manufacturing both the Underhill and the Amoskeag Axes and other Edge Tools. The President is Mr. Virgil C. Gilman, who is one of the best known business men in the state, and at one time was mayor of the city. He is Treasurer of the Nashua Savings Bank and is a National Bank director, being active in promoting the best interests of the city in many ways. Mr. William H. Beason, the treasurer of the company, is also treasurer of the Nashua Saddlery Hardware Company; is a director of the Indian Head National Bank and is a very prominent and influential member of the municipal government. The company has a capital of \$80,000, and carries on operations on a most extensive scale, employing from 80 to 100 assistants and utilizing one of the most perfect manufacturing plants in the world. More than an acre of floor-space is comprised within the works, which are most eligibly located on a direct line of railroad, the reception and shipping facilities being of the best. A 250 horse-power engine is at hand to furnish motive power and water-wheels approximating 200 horse-power are also available. The mechanical work is conducted under the immediate supervisions of Mr. F. S. Jacobs, who holds the position as Superintendent, and

spares no pains to fully maintain the unsurpassed reputation of the company's products. These include axes, in great variety, suitable for lumbermen's, engineer's, firemen's ship carpenter's and ice men's use, together with broad-axes of various patterns, adzes in several styles, shingling hatchets, claw hatchets, arc pattern hatchets, half hatchets; broad hatchets, single or double bevel; old pattern lathing hatchets, all steel hatchets full polished and etched. Haines' pattern hatchets solid cast steel adze eye, solid cast steel lathing hatchets, barreling hatchets in ordinary and Boston patterns; brick hammers solid cast steel full polished in ordinary and Boston patterns, ice hatchets, framing chisels, deck chisels, carpenters' slicks, cleavers, railroad picks in various patterns, mattocks, bush hooks strapped eye, axe eye and round eye, bill hooks, box openers, ice chisels, butcher's handled axes full polished, and meat hatchets. Joseph Jacobs' Sons' celebrated brands of "J. Jacobs," "Phillips" and "Eagle" hatchets are also prominent specialties with this company, whose goods are handled by leading dealers throughout the Union and in many foreign countries, and are steadily growing in favor.

**John Woods**, Successor to S. E. Jaquith & Co., Dealer in Carpetings and Upholstery Goods, Window Shades, Paper Hangings, Books, Stationery, etc., No. 159 Main Street, Nashua, N. H.—The residents of Nashua have good reason to congratulate themselves on the existence of the enterprise carried on by Mr. John Woods, for the simple reason that the ability and energy shown in its management enable them to save money, time and trouble whenever they have occasion to purchase anything in the line of carpeting and drapery goods. This undertaking was formed in 1869 by the firm of S. E. Jaquith & Co., and has been under the entire management of the present proprietor since 1884. Mr. Woods was connected with the company in 1869, and is widely known in this vicinity. The premises utilized are located at No. 159 Main Street and are of the dimensions of 22x100 feet and contain a large and varied assortment of carpets, drapery goods, window shades and paper hangings. Also Books, Stationery, etc. There are three efficient assistants employed in this store, and callers may depend upon receiving immediate and polite attention at all times. Goods are sold at the lowest market prices and are in every instance guaranteed to prove precisely as represented in every respect.

**Indian Head House**, Charles Willard, Proprietor., Board and Lodging \$1.50 per day.. Good Stabling for Horses, 78 and 80 Canal Street, Nashua, N. H.—Mr. Charles Willard has not had control of the Indian Head House for a very long time, he only assuming control in 1889, but to judge from this that he lacks experience in hotel management would be to make a most decided mistake, for Mr. Willard has carried on the hotel business in Nashua for twenty-nine years, during which time he has opened five houses, and gained an enviable reputation for liberal and progressive methods, and for making his guests feel entirely at home. He was born in Lancaster, Mass., and, considering the facts just stated, it goes without saying that he is universally known throughout this section of the state. The Indian Head House is located at Nos. 78 and 80 Canal street, and under its present management is a thoroughly comfortable hotel, although the terms are very low—board and lodging being furnished for \$1.50 per day. The table is supplied with an abundance of well-cooked and substantial food, and the service is prompt and efficient at all times, while the guest-rooms are excellently cared for and comfortable and neat beds provided. This is more than can be said of many a much more pretentious and expensive house, and it is no wonder that the "Indian Head" is rapidly gaining in popularity and patronage. Good stabling for horses is available, and no pains is spared to completely satisfy every guest.

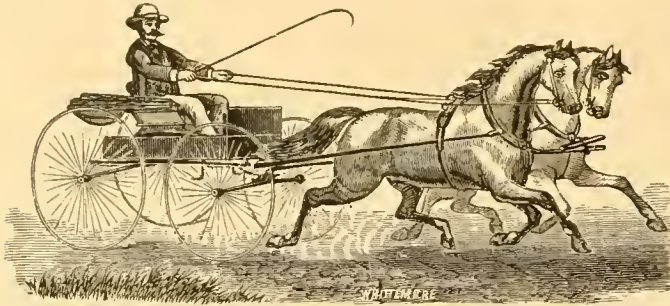
**C. H. Campbell**, No. 3 Exchange Building, Nashua, N. H.—Among the men of affairs who have been prominent in Nashua, and vicinity it is fitting to make mention of C. H. Campbell this gentleman established the first real estate agency here in 1866 and it goes without saying that he is regarded as the most thoroughly competent authority in real estate matters in this section of the state. He has been prominent in public affairs as well as in business circles and represented Amherst (his native town) six sessions in the State Legislature, before coming to Nashua. He was appointed in 1860 by the Governor one of the commissioners to revise the military element of the state of New Hampshire; he gave liberally of his private means to promote enlistments in the Union army in his native town in 1871 and 1872. He represented the 7th senatorial district in the state senate and was President of that body in 1872. He also represented ward one in Nashua, 1883 and 1884 in the State Legislature. He began operations 42 years ago as an auctioneer his experience extends over a large part of New England and as far west as Chicago, having sold every description of property, from farm implements to a county jail, state prison and railroad. Mr. Campbell has had large and successful experience in western investments for the past fifteen years, has often visited that part of the country and is well posted as to value of lands in the different localities where loans are made, and the home standing of many of the companies loaning to eastern investors. He is the only representative of the American loan and trust company of Omaha Nebraska. In New Hampshire, this company sells none but guaranteed securities, its policy being "safety rather than high rates," it owns a controlling interest in several National Banks in the best agricultural counties in Nebraska, there banks make loans on well improved farms and city property in their vicinity and guarantee them to the American Loan and Trust Company and the company guarantees the same to the purchaser. The interest is sent directly to the owner of the security semi-annually and always before maturity of the coupon. The capital stock paid in, is \$400,000 with a large surplus—the officers of the company own more than half of the stock; O. M. Carter the President owning *eleven hundred shares*, the stock is in quick demand at from 15 per cent. to 20 percent. premium. The President has been a resident of Nebraska for thirty two years is thoroughly acquainted with every portion of the state—his knowledge—experience and and conservative policy has done much towards making this one of the safest and strongest companies in the country—this company has never made but *two foreclosures* and carries but very little over-due interest, is under the supervision of the Bank Commissioners of Connecticut, Inspector of Finance of the state of Vermont and Examiner of foreign companies loaning in the state of Massachusetts. A report of this company can be found in the Bank Commissions report of New Hampshire—1889. Investors desiring a safe investment beyond all contingencies should call at No. 3 Exchange Building Nashua, where these securities are for sale in different amounts by C. H. Campbell, who refers to all institutions and individuals who hold any of their solid securities.

**Ella Blaylock, M. D. C. M.**, (Queen's University Kingston, Ontario.) Office hours, 10 to 12 a. m., 1 to 3 and 7 to 8 p. m., Office 165 Main Street. Nashua, N. H.—An argument in favor of female physicians, presented at this late day, would be much like an argument in favor of abolition of slavery—it might be thoroughly convincing but it would certainly be totally unnecessary. That a competent female practitioner fills a unique position which no one of the other sex, however efficient and faithful, can possibly fill with equal success, is not a theory—it is an admitted fact—and therefore we can, without reflecting in the slightest degree upon Nashua's excellent physicians, heartily congratulate the commu-

nity upon the settlement here of Ella Blaylock, M. D. C. M.,—the first female physician to locate in Nashua, and one admirably qualified both by natural ability and education for the responsible duties she has assumed. Dr. Blaylock was born in England and is a graduate of the Queen's University, Kingston, Ontario, where she held the position of Demonstrator of Anatomy for two years. She began practise in Nashua in 1888, confining herself to the treatment of the diseases of women and children in which she has achieved remarkable success; the natural result being that her practice has already become extensive and is still rapidly increasing. A conveniently arranged apartment of three rooms located at No. 165 Main Street, is utilized for office purposes. Dr. Blaylock's office hours being from 10 to 12 a. m., from 1 to 3 and from 7 to 8 p. m. She has made many friends throughout this vicinity and her evident devotion to her profession has elicited much favorable comment and done much to stimulate the demand for her services.

**L. P. Duncklee**, Contractor and Jobber, 34 Summer Street, Nashua, N. H.—Mr. Duncklee is a veteran of the late war, enlisting from Nashua in 61, served three years in the 4th. New Hampshire Volunteers, returning to Nashua and engaged in the meat business on Canal street, continuing about seven years, when he sold out and started in the stone business, putting in cellars, also sewers and drains and well digging, building streets etc. Thirteen years ago while opening a ledge, he was blown up and lost one eye and his right hand. Soon after was elected Street Commissioner of District No. 5 continuing in this capacity two years, when he again engaged in contracting as before, and is still ready to answer the roll-call for the same business. Three years ago Mr. Duncklee and Mr. Roswell Prescott (also a veteran of the late war, from Maine) formed a partnership in making artificial stone and marble, a commodity which when better known will be in much greater demand than at present, for it is not only as beautiful as any natural stone, but equally as hard, stands the climate changes as well, and can be cast in any form or shape such as underpinning, stepping stones, chimney tops, funnel collars, cemetery work, mantel shelves, also flower vases for gardens, lawns, and cemetery lots. Samples of the above can be seen at their works Nos. 32 and 34 Summer street which have stood the test. They also manufacture drain and sewer pipe of different sizes, from three inches to eighteen inch caliber, which they guarantee to be A, number one, in every respect and are ready to supply any and all orders. Give them a call.

**Peasley & McClary**, Hacks for Parties. Weddings, Funerals and Transient work furnished at Short Notice. Offices; Tremont and Laton Houses. Also Telephone Connections, Nashua, N. H.—Among the representative enterprise which it is the purpose of this book to bring to the attention of those interested, that conducted by Messrs. Peasley & McClary deserves especially prominent mention, on account of its long standing. The firm in question make a specialty of furnishing Hacks for Parties, Weddings, Funerals and other occasions and in fact carry on the only exclusively Hacking Stable in town. The business was founded many years ago, the present proprietor having been preceded by Messrs. H. T. Morrill & Co., The stable is located at No. 2 Lock street but offices are maintained at the Tremont and Laton Houses, and telephone connection is had so that orders can be given without trouble or delay from nearly every part of the city and suburbs. The firm own 15 horses and ten vehicles, and employ five experienced assistants permanently; additional help being quickly available when desired. The teams are first-class in style and condition and are furnished at very reasonable rates and at short notice; although of course when a number of carriages are wanted arrangements should be made in advance.



**F James H. Hunt**, Proprietor Tremont Stables, Fine Teams Furnished at all hours, Driver if desired. Boarding and Transient Horses receive special attention, Telephone No. 98-2, Tremont Block, 79 and 81 Pearl Street, Nashua, N. H.—The "Tremont Stables" are justly entitled to very prominent mention in a review of the representative establishments of Nashua, for they are not only the largest stables in town but are also the most completely equipped, while the management is progressive, liberal and reliable. This enterprise was inaugurated some years ago, and at one time was conducted by Messrs. J. Wilkins & Son, who were succeeded by Messrs. Hunt & Rowell, the present proprietor, Mr. James H. Hunt, assuming sole control in 1889. He is a native of Stoddard, N. H., and is one of the best-known business men of Nashua, having held the position of City Marshal for 5 years and at present being coroner for the county. The efficient foreman of the stables, Mr. F. A. Gray, is also very widely and favorably known, particularly among horse owners and those making frequent use of Livery teams, for he has been connected with the establishment for 18 years and has a most enviable record for doing all in his power to completely satisfy every person. That the methods practised at the Tremont Stables are appreciated is shown by the liberal support the undertaking receives both in the Boarding and Livery departments, the facilities, extensive as they are, being none too much so to meet the demands of the business, there being an average of 40 horses kept here the year around, and there being 47 stalls on the premises, which are located in Tremont Block, Nos. 79 and 81 Pearl Street, and rear of Tremont Hotel. First-class single or double teams will be furnished at all hours, experienced and careful drivers being provided if desired, the charges made are uniformly moderate, comparing favorably with those quoted at many stables offering decidedly inferior service. Boarding and Transient Horses are assured comfortable quarters and the best of care, and the most valuable animals may safely be placed under Mr. Hunt's charge. Orders by Telephone No. 98-2 are assured immediate and painstaking attention, the employment of 5 assistants enabling the extensive business to be easily handled.

**C. P. Bell**, Sewing Machines and Organs. Repairing a Specialty, 85 Main Street, Nashua, N. H.—It is no wonder that the residents of Nashua and vicinity make a practice of calling upon Mr. C. P. Bell, at No. 85 Main Street, when they want anything in the line of Musical Instruments, Sewing machines, Knitting machines, Sewing Machine Parts, Needles, etc., for this gentleman has dealt in these and in other articles for a good many years, and he has established a well-deserved reputation for handling strictly dependable goods, quoting positively bottom prices, and using his customers squarely and liberally at all times. He was born in Boston, Mass., but has resided in Nashua for 33 years, and began business in 1871, as a member of the "Bell Needle Company." This name is still retained, but Mr. Bell became sole proprietor in 1889, the enterprise having greatly developed and now including the manufacture of Needles and Pins of all kinds. He is also sole manufac-

turer of Bell's Old Piano and Furniture Polish, which is put up expressly for family use and is guaranteed to be the best in the world. Agents are wanted to sell this article, and its merits are so genuine and superior that it is very desirable to handle, the demand for it in any community steadily increasing from the time of its introduction. Mr. Bell deals extensively in Pianos, Organs, Accordions, Violins, Banjos, Strings, Band Instruments and Musical Merchandise of all kinds, together with Sewing Machines, Knitting Machines, Oil, Needles, Shuttles and all sewing machine parts, quoting bottom prices for cash or on instalments. McCall's Glove-Fitting Dress Patterns and Publications are also dealt in, as are Scissors, Shears, Button-hole Cutters, and other dress-making supplies. Mr. Bell has procured the services of a practical Piano and Organ Tuner and Repairer and is prepared to fill all orders at short notice and at moderate rates. Piano, Pipe and Reed Organs, Musical Boxes, Sewing and Knitting Machines, Type Writers, Clothes Wringers, Carpet Sweepers, etc., will be put in perfect order, satisfaction being guaranteed and machines being called for and delivered free. The premises utilized are located nearly opposite the Post Office, being at No. 85 Main Street, rooms 5 and 6.

**Abel Bowman.**, Provisions, 60 South Elm Street.—Among the many well kept markets of this city, there is none which holds a more prominent place than that of Abel Bowman. The building owned and occupied by him at 60 South Elm street, is specially constructed and fitted up with all the latest and best accommodations that long experience could suggest. The building consists of two stories and basement and measures 22x50 feet. On the ground floor is the store which is finely stocked with everything in the provision line, meats, vegetables ect. The refrigerator is a grand one and measures 8x10 feet, and is constructed on the cold air principle, the ice of which it holds three tons, being placed in a receptacle at the top. In this room—for indeed it is a room, all the meats and perishable articles are kept, and the pure dry air keeps them in a state of wholesomeness unknown to the ordinary wet ice-chest or refrigerator. Mr. Bowman has many specialties in his line, and among others is the salting of his own pork, and of this article alone fifty barrels can now be seen in the clean basement of this store. All the lard sold at this house is tried out on the premises, and special care is exercised to use nothing but the best material. The room in which the lard is prepared and sausages manufactured, is on the second floor and is a model of cleanliness and neatness. The grounds on which the out-buildings are erected measure 171x96 feet, and here is the residence, barn, carriage house and smoke house; here all the hams sold by this house are cured, and like all the product of Mr. Bowman have a wide reputation for their excellent quality. Some idea of the extent of this business may be gained when it is stated that during the past season Mr. Bowman has tried out over six tons of lard and salted and packed over 75 barrels of pork, and the business is steadily on the increase. Twelve years ago Mr. Bowman erected his present quarters; previous to this time he was located at the corner of Main and Pearl streets for a period of three years, but the business as carried on by him required larger and better quarters, and not until the present building was erected were the necessary accommodations obtainable. In the matter of beef, pork, lard and butter the stock carried by Mr. Bowman is not surpassed by any house in the city. He is a gentleman of the old school, active, energetic and progressive, courteous, high-minded and liberal in his dealings, he has won a host of patrons and his friends are legion.

# Nashua Building and Loan Association.

Office: 7 Goodrich Block, 77 Main Street, - NASHUA, N. H.

Incorporated April 10th,  
1888.



Under Chapter 93,  
Laws, 1887.

## Claims the attention of all

Who wish to own their own houses.  
Who wish to make investments as safe as Savings  
Bank Deposits, paying larger Dividends.

## Its objects :

To help its members to build homesteads.  
To help its members to buy homesteads.  
To help its members to pay off existing mortgages.  
To help its members to save money.

## The following advantages should be noted :

The Association is Co-operative, doing a partnership  
Banking and Loan Business, therefore each member  
shares in all the profits.  
Any sum from one dollar to twenty-five dollars per  
month may be invested.  
Women may become shareholders.  
Children may purchase shares.  
Savings are deposited monthly and begin to earn divi-  
dends at once.  
The funds of the Association are loaned monthly.  
Securities are of the best class.

First mortgages on homesteads and improved real  
estate.

Dividends are compounded semi-annually.

No system presents a more admirable mode of accu-  
mulating money for future purposes.

For the future building of houses.

For old age, sickness.

For the benefit of children.

Throughout their history in the United States, 1831-  
1890, **Local** Building and Loan Associations have  
proved as safe as the Savings Banks, and have paid  
better dividends to the investor.

## The borrower :

Loans are made for a long period, but may be repaid  
at any time if the borrower desires.

Loans are repaid in easy monthly instalments.

The borrower's monthly payments immediately begin  
to participate in all the profits.

Monthly payments of rent, if paid to this Association,  
would give you a home of your own in from ten  
to eleven years.

Loans from this Association will be found not only to  
be easier, but of less cost than if obtained elsewhere.

**Shares can always be obtained from the Secretary.**

Call at Room 7, Goodrich Block, 77 Main Street, for Circulars and By-Laws.

Regular Monthly Meetings on Third Wednesday of each Month.

## OFFICERS, 1889-90.

President, JOHN A. FISHER. Vice-President, FRANK D. COOK. Secretary, BERTIS A.  
PEASE. Treasurer, FREDERICK A. EATON.

## DIRECTORS.

F. D. COOK, J. A. FISHER, F. A. EATON, C. W. STEVENS, B. A. PEASE,  
PATRICK BARRY, JOHN D. CHANDLER, JAMES H. TOLLES,  
W. A. GREGG.

# Nashua Trust Co.

**CAPITAL, \$150,000.00.**

Transacts a General Banking Business.

**Sells Guaranteed Loans,  
and 6 per cent. Deben-  
ture Bonds.**

FRANK JONES, *President.*

GEO. E. GAGE, *Vice-President.*

M. A. TAYLOR, *Secretary.*

JOHN P. GOGGIN, *Treasurer.*

**OFFICE HOURS, 9 to 4.**

**Nashua Iron Foundry, Charles Williams, Proprietor, Temple Street, Nashua, N. H.**—Among those establishments so thoroughly identified with Nashua's development that their history is also a part of the history of the city itself, prominent mention must be made of the Nashua Iron Foundry, for this has been carried on for many years and has long held a leading position among the most extensive and best equipped foundries in the state. Operations were begun by Messrs. S. & C. Williams, in 1845 and several changes have since occurred in the firm-name but the present proprietor, Mr. Charles Williams, has had sole control for more than 30 years. He is a native of Easton, Mass., and is one of the best-known business men in Nashua, having been a member of the original city council, and occupying the mayor's chair in 1876. Mr. Williams is very progressive in his ideas, and the valuable aid he has rendered in developing the resources and calling attention to the needs of the growing city is very generally acknowledged throughout this section. The Nashua Foundry is located on Temple Street, the entire plant utilized cover an area of more than four acres. Every facility is at hand for the carrying on of operations to the best possible advantage, and as employment is given to 100 men it goes without saying that the most extensive orders can be filled at short notice. The quality of the work done here needs no eulogy at our hands, it being known throughout the state and being accepted as the standard wherever known. Mr. Williams is in a position to quote the lowest market rates, and the magnitude of his business shows that the advantages he offers are fully appreciated.

**C. Milan Morse, Ph.D., Pharmacist, 95 Main Street, Nashua, N. H.**—The position of the pharmacist unites the requirements and responsibilities of both the professional and the business man, and as is always the case, it thus involves peculiar fitness and the combination of rare and opposite characteristics of mind, which we seldom find in one individual, in order that the duties and cares may be properly and successfully met. To the fact that these conditions of scientific knowledge and business enterprise have been exceptionally well-filled, is chiefly owing to the marked and increasing success which has attained the establishment now conducted by Mr. C. Milan Morse, at No. 95 Main Street. This establishment was originally founded by Mr. E. S. Russell, who was succeeded by Dr. Bradford Allen, and so continued until 1889, when Mr. Morse assumed sole proprietorship,

and has always shown peculiar capabilities for his work and a thorough reliability, which has won the confidence of the public. His premises comprise a store 20x60 feet, besides a laboratory in the rear 20x30 feet, in which is prepared "Olive Amandine" for chapped hands, face and lips, rough and hard skin, also "Balsam Fir Cough Syrup." Mr. Morse's store is stocked with a complete and valuable assortment of pure drugs and first-class druggists sundries, stationery, toilet articles, etc. Talented and experienced assistants are employed, and special attention is paid to the prescription department which is managed with unusual accuracy. Mr. Morse is a native of Nashua, and one of our most successful and popular pharmacists, and has justly earned the esteem and appreciation of his fellow-citizens. He is a graduate of Massachusetts College of Pharmacy and is also a member of the American and New Hampshire Pharmaceutical Association.

**Charles Holman, Manufacturing Confectioner, Fine Druggist's Lozenges a specialty, 247 Main Street, Nashua, N. H.**—Those who have ever attempted candy making at home (and who has not?) need not be told that even the simplest confections require care and skill on the part of those who would attain the best results, and that something besides the use of the best materials is essential to the production of strictly first-class confectionery. An elaborate and costly plant of machinery is required in order to conduct this industry in accordance with modern methods, and one of the best equipped establishment of the kind in the state is unquestionably that carried on at No. 247 Main Street, by Mr. Chas. Holman; the premises utilized comprising four floors of the dimensions of 40x75 feet and being fitted-up with the most improved appliances, etc., in every department. The business was founded about a score of years ago by Mr. Holman, who is a native of Massachusetts and is exceptionally familiar with every detail of the industry with which he has so long been identified. He manufactures confectionery in general but makes a specialty of Fine Druggist Lozenges; finding a ready market for his goods throughout New England and New York state. Mr. Holman spares neither trouble nor expense to ensure uniformity of excellence in his productions, and they will be found suited to the most fastidious trade, while they will be supplied at very reasonable rates and at extremely short notice.

## READ THE NASHUA GAZETTE, Daily and Weekly.

It contains all the latest local news  
and much pertinent editorial  
comment.

Morning telegraphic news from Boston  
and news from all over the  
State. ]

The only Democratic daily in Southern  
New Hampshire.

**Daily, \$6 a year. Weekly, \$1.**

# THE White Mountain Freezer Co.

OUR SPECIALTY:

The White Mountain Ice Cream Freezer.

OUR MARKET: The Whole World.

OUR MOTTO: Not how Good, but how Cheap.

Employ 250 hands, Annual business, \$250,000

J. W. White, *Pres.* Geo. A. Rollins, *Vice-Pres.*  
L. F. Thurber, *Treas.*

CAPITAL PAID IN, \$100,000.00.

**N. E. Rogers**, Cold Blast Market, The Choicest Meats, Fruits and Vegetables, Oysters in season, No. 15 Chestnut Street, Nashua, N. H.—The assertion is frequently made that there is no difficulty in obtaining any merchantable product during the proper season provided you are willing to pay for it, but this assertion is not strictly in accordance with the facts for there are many people who have experienced a great deal of difficulty in getting first-class beefsteak for instance, although they paid enough to be furnished with the very choicest cuts. The truth of the matter is, some dealers do not handle the choice cuts of meat to any great extent and therefore are not in a position to cater to fastidious trade, so that it is well to use some discrimination in the placing of orders and we feel that we are doing our readers a service by calling their attention to an establishment where the very best of goods are handled—the new meat and vegetable market, conducted by Mr. N. E. Rogers, at No. 15 Chestnut Street. The premises have an area of 1500 square feet and are fitted-up with the "cold-blast" storage facilities, enabling a heavy stock of meats, vegetables and other perishable commodities to be carried in perfect safety during the warmest weather, as a freezing temperature can be maintained with perfect ease if desired. Mr. Rogers is a native of this city and evidently has advanced ideas on the subject of catering to city trade, for he has spared neither trouble or expense in equipping his establishment and his liberal methods have already resulted in the building up of an extensive and desirable patronage although operations were not begun until 1889. No single class of trade is catered to, but on the contrary efforts are made to suit all tastes and all purses, and bottom prices are quoted on all the commodities dealt in, which includes oysters in their season, also a complete stock of canned goods constantly on hand. Employment is given to three assistants and orders will be promptly filled.

**Nashua Carriage Co.**—Manufacturers and Dealers in Carriages and Sleighs of every description, Repairing in all its branches promptly attended to, and satisfaction guaranteed, F. G. Crowell, proprietor, 4 Cedar Street, Nashua, N. H.—The Nashua Carriage Co., are prepared to manufacture Carriages and Sleighs of every description, but they make a specialty of Market Wagons and Sleighs and their productions in this line have never been surpassed and in but very few cases equalled. Now, this seems a very sweeping statement, but it is not made without good reason and it will be endorsed by all competent judges practically acquainted with the facts in the case. Mr. F. G. Crowell, who has charge of the enter-

prise, is a native of Johnson, Vt., and has been identified with his present line of business for 38 years, during which time he has built more Peddler's Carts than any other man in the United States. He was the first man to ship carriages to California, and is one of the best-known carriage manufacturers in the state. The Nashua Carriage Company carry on operations at No. 6 South Elm Street, where they have a most efficient plant, not only for manufacturing to order but also for repairing, for particular attention is paid to the latter work, which is carried on in all its branches, orders being promptly filled and entire satisfaction guaranteed. The market is flooded with "cheap" vehicles of all kinds nowadays and the most absurd claims are made by certain irresponsible manufacturers, but "the best is the cheapest" now as ever, and in order to get the best place your orders with the Nashua Carriage Co.

**Barr & Co.**, Dealers in Hardware, Iron and Steel, Agricultural Implements, Paints, Oils, etc., No. 70 Main Street, Nashua, N. H.—The firm of Barr & Co., carry one of the largest stocks of Hardware, Iron and Steel, Agricultural Implements, Paints, Oils, etc., to be found in the city, and do a very extensive business both wholesale and retail. This establishment was founded in 1849, and the gentlemen now comprising the firm are James Barnard, F. S. Kittredge and John H. Barr; the first named being a native of New Boston, N. H., the second of Alstead, N. H., and the third of Nashua, N. H. The premises made use of are located at No. 70 Main Street, and comprise two floors each of the dimensions of 40 by 80 feet, the whole being none too large to accommodate the heavy and varied stock required by the magnitude and character of the firm's operations. Hardware of all kinds is largely handled, and a goodly proportion of all the articles coming under this head used in this vicinity are furnished by Messrs. Barr & Co., for they enjoy the most favorable relations with producers and not only quote bottom prices, but guarantee their goods to prove as represented in every instance, and both large and small buyers may depend upon receiving immediate and courteous attention at all times. Mr. Barnard is connected with the city government and all the members of the firm are very well known in the social as well as business circles, of Nashua.

**C. H. Baker, & Co.**, Dealer in Fresh, Salt, Pickled, Smoked and Dried Fish of all kinds, Oysters, Clams and Lobsters in their seasons. Railroad Square, Nashua, N. H.—Those who have done business with the firm of C. H. Baker & Co., long enough to have become familiar with their methods and the excellence of their service, need not be advised to patronize their establishment in the future, but as there are doubtless many among our readers who have not had this experience, we think it will be both pleasant and well-advised for us to call attention to some of the many advantages they have to offer. To begin with their store is centrally located in Railroad Square, and measures about 1000 square feet, and is very completely fitted up for the carrying on of the business in the best possible manner. Dealing as they do in such perishable commodities as fish, oysters, vegetables, etc. Messrs. Baker & Co., have spared no expense to provide the most approved means for the preservation of the same, when the weather is warm or otherwise unfavorable, and they have found their reward in the character of their patronage, for no one likes to purchase articles of food which have been improperly cared for. Messrs. Baker & Co., are widely-known in Nashua, as dealers in fresh, salt, pickled, smoked and dried fish of all kinds, also oysters, clams and lobsters in their seasons. Canned fruits of every variety, and early vegetables in their seasons are included in the stock constantly on hand. Two competent assistants are employed, and all orders received are promptly attended to and delivered to any part of the city.

# WHY DON'T YOU BUY YOUR GROCERIES OF B. S. WOODS,

No. 5 TEMPLE STREET, - - NASHUA, N. H.

DEALER IN ALL KINDS OF

## GROCERIES, BUTTER, CHEESE, EGGS.

FLOUR AND GRAIN. TEA, COFFEE, SPICES, ETC.

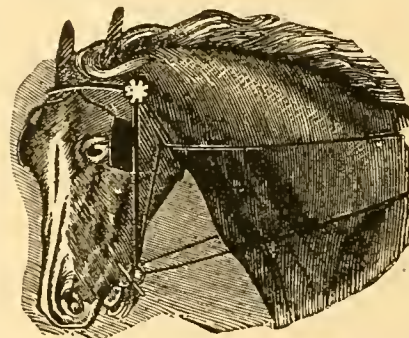
Oranges, Lemons, Nuts, Dates, and all kinds of Fruit in their Season.

PRICES LOW, AND GOODS DELIVERED PROMPTLY.

**Pease & Avery.** Furniture, Carpets and Crockery, Stoves, Tinware, etc., Telephone No. 129-4, No. 59 to 73 Factory Street, Nashua, N. H.—There are two ways in which a house may be furnished. One is to tramp all over the city,—to buy a sofa here, a carpet there, a chamber set somewhere else and a stove at still another place, and so on—the other way is to visit an establishment conducted by a reputable firm who have a well-earned reputation for carrying a complete stock of everything in the line of house furnishings, and for quoting bottom prices on dependable goods; and placing your entire order with them. By the first course you are put to an infinite deal of trouble in exchanging satisfactorily or having due allowance made; by the second course you are enabled to transact the business quickly and easily, and have the guarantee of one honorable concern to back up every article you purchase. It is the public appreciation of these facts which has so rapidly built up the immense business now done by Messrs. Pease & Avery. This firm announce themselves to be "competent House Furnishers," and they mean just precisely that and nothing less. Do you want furniture, carpets, crockery? They have them. Do you want stoves or tinware? No better stock of such goods than that carried by them can be found in the city. Do you want wall papers, curtains, draperies, glassware, lamp goods, cutlery? They may all be found in almost endless variety at this popular establishment, together with Pictures, Clocks, Wooden and Stone Ware, and in fact about everything under the sun that any well-regulated family can require in the shape of household articles. No words can give an adequate idea of either the magnitude or the variety of the stock,—the only thing to do is to go and see it yourself. The premises utilized are located at Nos. 59 to 73 Factory Street, are from 4 to 5 stories high and from 54 to 90 feet deep. The firm recently added a 4-story building measuring 85x25 feet to their establishment, and still they have no room to spare. The vast store is literally filled with goods,—up-stairs,—down-stairs, front, rear—wherever you go you see House Furnishings of one kind or another and you must be a most exceptional individual if you can't find just what will suit your taste and your means among this immense but carefully chosen assortment. As for the prices, they speak for themselves. The great business this firm has built up in barely three years is not the result of luck, of a popular whim, or of any other accident, but it is the result of hard, intelligent work and of a rapidly growing conviction on the part of the purchasing public that unusual value is given for every dollar expended here. The firm make no promises they do not intend to keep; they offer no goods as something which they are not. In short, they respect and keep faith with their customers,—and it is but fair to say that their customers return the compliment. Mr. C. R. Pease is a native of Maine, and began operations in the Stove and Tinware business here in Nashua, in 1879. In 1887 he became associated with Mr. C. H. Avery, and the sale of General House

Furnishings was begun. Mr. Avery was born in Massachusetts and, like Mr. Pease, gives close personal attention to the business, although the firm employ 18 assistants. An important department of the business is the manufacture of Parlor Furniture to order; the best of work being done and bottom prices quoted. Tin Roofing and General Jobbing are also given immediate and skilful attention, whether orders are left in person or sent by mail or Telephone. The charges are uniformly moderate and satisfaction is confidently guaranteed.

**Geo. A. Burge & Co.,** Dealer in Fine Carriages, Harnesses, etc., Nos. 15 and 17 Main Street, Nashua, N. H.—Such of our readers as wish to



purchase a fine carriage, or a thoroughly well-made harness would do well to call on Messrs. Geo. A. Burge & Co., doing business at Nos. 15 and 17 Main Street, for this firm are extensive dealers in such goods, and are prepared to quote prices as low as the low-

est on thoroughly reliable articles. Operations were begun in 1885 by Mr. George A. Burge, the existing firm being formed in 1887 by the admission to partnership of Mr. A. D. Ramsdell. Mr. Burge is a native of Hollis, N. H., and was long one of the most prominent citizens of that town, being Postmaster for about 9 years and also serving at different times as Town Clerk, Town Treasurer and on the Board of Selectmen. Mr. Ramsdell was born in Peterboro, N. H., and is widely and favorably known in business circles. The firm utilize as a Carriage Repository a building 3-stories in height and 30x40 feet in dimensions; and carry a large and complete stock of Fine Carriages and Harnesses, and Horse Furnishings in general. Cheap carriages and cheap harnesses flood the market nowadays, and as the most that come under this head are not only "cheap" but worthless, it is but common sense to patronize such a concern as Messrs. Geo. A. Burge & Co., for they are responsible parties and sell goods strictly on their merits. In this connection it is interesting to know that they also carry on a Sale Stable, where on the average about 20 horses are kept. Among these animals may be found those adapted for about any use, for the firm handles both driving and working horses and constantly have a varied and desirable assortment to choose from. Mr. Burge also does an extensive Auctioneering business, he is often called to surrounding towns to sell various kinds of property as well as throughout this city.

**Nashua Savings Bank**, 146 Main street, Nashua. —Should the time ever come when the hopelessness of trying to educate and to reform a people as a whole is fully appreciated, and when those desirous of bettering the existing condition of affairs will work shoulder to shoulder in generous rivalry in the task of enlightening individuals, then will results be attained which as yet have only been dreamed of, and then will an era of progress be inaugurated which by comparison will make all former advancement seem like absolute stagnation. Successful and permanent reform does not begin at the outside and work inwards, it must grow from an interior germ, and that germ cannot be implanted in whole communities at a time, but must be confined in its effects to individuals and by them transmitted to their friends and neighbors. Give every adult two hundred dollars as a free gift and at the end of a year you would find that the action had been productive of far more harm than good; persuade every adult to save one-quarter that sum unaided and you will have revolutionized society and gone far to solve a problem which, after thousands of years, is more perplexing to-day than ever before. The formation of saving habits argues the possession of the greatest, as it is the preservative of all virtues—self-control, and an individual, a community or a nation which has this virtue may safely and confidently be left to work out its own salvation. Many and valuable as are the services rendered by such an institution as the Nashua Savings Bank, not one of them is to be compared with its influence as an inspirer and fosterer of this identical trait of character, for it induces individuals to save by appealing to the strongest of man's natural characteristics—self-interest, and this appeal is powerfully backed by the numerous examples presented of others who have practised self-control and gained their reward. It is one thing to say "wage-earners may save money if they will," it is quite another thing to say as this institution truthfully can "here are more than three million dollars every penny of which has been directly or in-directly saved by working people." Example is better than precept, according to the proverb, and no one can deny that such an example as this is more conclusive than the most well-considered advice. The Nashua Savings Bank was chartered in 1854 and has steadily gained in public favor and confidence until it has become one of the leading institutions of the kind in all New England. Something over \$3,100,000 is now held on deposit, and the surplus approximates \$125,000; the guaranty fund amounting to \$150,000 and the total assets being nearly \$3,400,000. But the most satisfying proof of the soundness of the bank is that afforded by the standing of those identified with its management, and we therefore take pleasure in presenting the following list to our readers; comment being entirely unnecessary: President, William W. Bailey; Treasurer, Virgil C. Gilman; Ass't Treasurer, George F. Andrews; Trustees, William W. Bailey, Augustus G. Reed, Virgil C. Gilman, J. W. Howard, Edward Spaulding, Chas. H. Campbell, Gilman S. Shattuck, Wm. H. Beasom, John B. Tillotson.

**W. H. Campbell**, (Successor to S. S. Davis.) Manufacturer of all Descriptions of Paper Boxes, Fancy Boxes Made to Order. New Electric Light Building, Water street, Nashua, N. H.—The introduction of improved labor-saving machinery has brought about radical changes in many lines of industry within the past decade or so, but we question if more progress has been made in any branch of manufacture than in that devoted to the production of paper boxes. A modern-equipped paper-box factory represents the expenditure of a very considerable amount of money, but it also represents a productive capacity which enables very low figures to be quoted, and which has so greatly stimulated the demand for paper boxes as to have brought about their use in practically every line of

business. As finely equipped a factory as is often seen, is that conducted by Mr. W. H. Campbell in the new electric light building, Water street, two floors of the dimensions of 30x90 feet being utilized, and the plant of machinery in use being of most improved type. This undertaking was founded nearly a quarter of a century ago, operations having been begun by Mr. S. S. Davis in 1867. The present proprietor is a native of Mt. Vernon, N. H. and has been in possession since 1886. Mr. Frank E. Davis is foreman of the factory and employment is given to from 30 to 40 assistants, all descriptions of paper boxes (a specialty being made of shoe, hosiery and confectionery boxes) being manufactured, and wedding cake and ice cream boxes being constantly kept in stock. Particular attention is paid to the making of fancy boxes to order, and large or small commissions will be promptly executed at moderate rates; the facilities at hand enabling all honorable competition to be easily met. Estimates will be cheerfully made on receipt of samples, and every communication to No. 9 Water street is assured immediate and painstaking attention.

**Vale Mills**, Main Street, Nashua, N. H.—The manufacture of textile fabrics is carried on in Nashua on so vast a scale, that establishments which would elsewhere stand out with great prominence are here merged as it were into others of equal magnitude, the result being that an enterprise must be distinguished for something besides size alone in order to entitle it to special mention. We have quite a number of such undertakings in this city and that known as the Vale Mills holds a leading position among them, the product of this establishment having so enviable a reputation as regards uniformity of excellence as to have built up an extensive and permanent demand wherever it has been introduced. The Vale Mills are devoted to the manufacture of Cotton Shirtings, and are carried on under the efficient management of Mr. E. Labree. Employment is given to from 100 to 150 operators, aided by the most improved machinery obtainable and from the selection of the raw material to the completion of the last process of manufacture no pains is spared to turn out goods which will prove just as represented, and give the best of satisfaction to dealers and customers also. The very lowest market prices are quoted at all times, and quality for quality, the Vale Mill goods are probably the cheapest which can be found in this country.

**Chas. W. Stevens**, Contractor and Builder, Rough and Hammered Granite a specialty, Nashua, N. H.—Mr. Chas. W. Stevens, is a native of Cavendish, Vt., but he has carried on business in Nashua and vicinity for a number of years and has become so thoroughly identified with that city and its development as to deserve a leading position among the representative business men of that section of the state. Mr. Stevens is particularly well known in Grand Army circles, he having at one time been commander of John G. Foster Post No. 7, and now being a member of the Board of Managers of the building of the New Hampshire Soldier's Home at Tilton. He is also very prominent as an Odd Fellow, having taken all the degrees in that order; and is a member of Rising Sun Lodge F. A. M. He served on the Board of Education five years, and was State Representative in 1885. Mr. Stevens is an extensive Contractor and Builder, confining his operations to foundation work and bridge masonry making a leading specialty of Rough and Hammered Granite. The number of his employees varies of course with the contracts on hand, but some 50 assistants are employed on the average, and Mr. Stevens' facilities are such that he can execute the most extensive commissions at short notice. He is in a position to figure very closely, and will cheerfully and promptly furnish estimates on foundation work of any kind.

**The Leading Clothing House.** In 1883 the great concern of Talbot & Company opened a small branch on Main Street near the Post Office in what is known as Nutt's Block, after being a year in business the immense trade forced them to enlarge, and Taylor's grocery store was taken in, making the largest, lightest, and best arranged clothing store in Nashua.—The tremendous stock, the business ways of doing business—The one price system and the naming of lower prices than could be found elsewhere, soon placed this concern at the head of the clothing trade of Nashua. The concern's motto "The Best Always at the Lowest Price" seemed the correct one in Nashua as it had in Lowell, Worcester, Providence, Fall River, Hartford, New Haven, New Britain, Bangor and Portland.—The Talbot Co., are the Standard Combination and are enabled to place goods on their counters twenty per cent. less than the common retailer thus making a saving for the consumer. Many laughed at the idea of a concern carrying so many styles in Nashua, but Talbot & Co's tremendous business shows that Nashua people recognize a good thing. The store is in charge of John W. Watson one of the best known clothing men in New England and his host of friends show that Talbot & Co., made no mistake in their selection. The Furnishing Department is one which attracts your attention as you enter and on hats Talbot & Co., are known as leaders.—Mothers also have found the store equal to Boston stores in Boy's Clothing. The Boy's department is fairly crowded with novelties for young America. The reader is advised to visit this concern when in need of anything in their line and can do so without incurring the obligation of buying, as lookers receive the same polite attention as buyers at Talbot's Clothing House.

**Nashua Manufacturing Company,** Basin Street, Nashua, N. H.—Nearly 70 years have passed since the incorporation of the Nashua Manufacturing Company, and such radical changes have occurred in about every department of industry that the simple fact that this company holds a leading position in their line of business is of itself an eloquent tribute to the ability and progressiveness of those who have had the interest of the corporation in charge. It was incorporated in 1823, and at the present time has a capital of \$1,000,000, the plant operated being among the most extensive and complete in the world, as may be judged from the fact that the annual product averages about 32,000,000 yards, or more than 18,800 miles,—in other words finished material is turned out in sufficient quantity every year to reach a distance equivalent to more than twice the diameter of the earth, or about two-thirds of its largest circumference. These are impressive figures and serve to give a more nearly adequate idea of the productive capacity of these mills than can be obtained in any other way. The product consists of cotton flannels and sheetings, and is manufactured by 1500 operatives aided by the most improved machinery; both water and steam being utilized for motive power. The Nashua Manufacturing Company's goods are known wherever such fabrics are in demand, and the enormous consumption of them affords convincing evidence that their merits are appreciated. They are remarkably uniform in quality, and the elaborate and carefully considered system under which they are produced renders such uniformity a matter of course, for nothing is left to chance, the minutest details being carried out in accordance with certain well-defined rules and under careful and responsible supervision. The President of the company is Dr. Edward Spaulding, the Treasurer being Mr. Frederic Amory, having his office in Boston, at No. 40 Water St., while the resident Agent is Mr. E. M. Shaw. This enterprise, more than any other, has served to make the name of Nashua universally and favorably known in the commercial world, and the residents have ample reason for the evident pride they take in this vast undertaking.

**The Massachusetts Mutual Life Insurance Co.,** Springfield, Mass., M. A. Taylor, Agent, Room 5, Nutt's Block, Nashua, N. H.—The desirability of Life Insurance being no longer a subject for argument, the question to be settled by the ordinary individual having others dependent upon him, or being desirous of taking out an endowment policy narrows itself down to just about this—"In what company can I ensure to the best advantage?" Attention is naturally first-called to Massachusetts companies, for this state leads the Union in life insurance legislation and a company chartered under existing laws is not only obliged to make its policies clear and explicit but is held closely to its obligations even to the most trivial detail. Among Massachusetts companies the Massachusetts Mutual Life Insurance Company of Springfield stands easily first, and whether you want dependable insurance at the lowest possible cost, or are seeking particularly to obtain a policy that one with the poorest head for figures can readily understand, you can possibly do no better than to make application at the Nashua Agency, Room 5, Nutt's Block, for the agent in charge, Mr. M. A. Taylor, will be happy to give you all desired information, and will furnish circulars, etc., which clearly explain the peculiarities of the State laws governing the policies, and also treat in detail of the value of any given policy at any given time. Every policy issued by the Massachusetts Mutual is incontestable after two full annual premiums have been paid, and then after has a cash surrender value which can be demanded and recovered upon any anniversary of the policy date, making it in fact a bond given by a company whose assets exceed ten millions. Mr. Taylor is very widely and favorably known in Nashua, where he has held the office of city treasurer. Since accepting the agency of the company in 1886, he has largely increased its business in this section, and has gained the reputation of being one of the best-informed and most reliable insurance men in the state.

**Standard Steam Laundry.** C. A. Lefavor, Proprietor, 8 Water Street, near Main, Nashua, N. H.—We sometimes hear people say that they can't afford to send their clothes to a public laundry, but in the majority of such cases if the matter were accurately figured out it would be found that as a matter of fact they can't afford to have their washing done at home, if they did but know it. Everybody knows how "wash-day" upsets the average family, making a vast amount of extra work, causing everybody to feel uncomfortable and filling the house with steam and bad odors, and many know that physicians trace many a case of serious sickness to this "economical" practise, which thus saves laundry bills and gives the doctors a chance to make a dollar. Those who patronize a laundry have one solid satisfaction at all events—they know just what this washing is costing them, and that is much more than can be said of those who consume fuel, hire help and expose their families to sickness; and after all don't attain half such satisfactory results as are assured to all sending their goods to a first-class public establishment,—as for instance the Standard Steam Laundry, located at No. 8 Water Street, near Main. The proprietor of this popular enterprise, Mr. C. A. Lefavor, has carried it on since 1888 and has built up an extensive and desirable patronage which is steadily and rapidly increasing. The premises made use of comprise 3 floors measuring 20x50 feet each, and are equipped with the latest improved apparatus, which not only ensures having the work thoroughly and satisfactorily done, but enables Mr. Lefavor to quote very low rates; his price for shirts without cuffs washed being but 8 cents, and his other charges being in proportion. No defective work is knowingly allowed to leave the laundry, and should any prove unsatisfactory it will cheerfully be done over again free of charge. Employment is given to 10 assistants during the busy season, and the largest orders can be filled at short notice.

**Mechanic's Savings Bank,** Office at Second National Bank, Nashua, N. H.—It is curious how many persons there are, even among those who are not at all conceited in any sense of the word, who consider themselves capable of doing what is in reality far beyond their powers. It is a common saying that everybody thinks he can run a hotel, or carry on a newspaper, and yet it would be difficult to name two other lines of business more difficult to attain success in, as is proved by the very high percentage of failures in both of them. How many men there are who think themselves fully competent to invest small sums of money, and would laugh at the idea of their not being able to place one hundred or two hundred or five hundred dollars to good advantage, and yet financiers tell us that the safe and profitable investment of small sums, is a nice and delicate business, very easy to bungle and calling for an intimate knowledge of business principles and a thorough acquaintance with the condition of the market. Those who have not this knowledge are apt to fall an easy prey to the sharpers who are continually putting mining, manufacturing, electric lighting or other stocks before the public through the medium of the press; shares being offered at enticingly small figures "for 30 days only" and fabulous returns being practically assured. Some few of these schemes may prove remunerative and may even realize the predictions of their inaugurators but the risk is very great and no man is justified in putting a dollar into them that he cannot afford to lose. The Savings Banks of this country offer a secure and profitable means for the investment of small sums, and that a large portion of wage earners recognize this fact is proved by the liberal support generally accorded such institutions. The Mechanic's Saving Bank of this city is a notable case in point, for this has the entire confidence of the community and is custodian of a very large amount of money. The men identified with its management are representative merchants and manufacturers who have repeatedly proved both their ability and integrity, while depositors are still further protected by the carefully drawn State laws governing all institutions of this kind. As a matter of fact, money deposited here is as safe as it well can be, and a liberal rate of interest is allowed upon it, while the whole or a part can be withdrawn at any time without delay. The Mechanic's Savings Bank is located at the rooms of the Second National Bank, on Main Street, and some of the officers of the latter institution are prominently connected with the former also. The following is a complete list of Officers and Trustees:

PRESIDENT,	TREASURER,
John C. Lund.	J. W. White.
TRUSTEES.	
John C. Lund,	John D. Chandler,
Allen Wilson,	Charles Williams,
J. W. White,	Jas. H. Blake,
W. A. Lovering,	F. W. Estabrook,
Frederick A. Eaton.	Henry A. Cutter,
Charles B. Richardson,	of Hollis.
Kimball Webster,	of Hudson.
Daniel Marshall,	of Pelham.

**Second National Bank,** Main St., Nashua, N. H.—This is neither the time nor place to discuss the merits of the national banking system of this country, but at least we may say that the record of such an institution as the Second National Bank of this city goes far to justify the position of the most ardent and uncompromising supporters of the present system. Not that this bank has had a phenomenal career or that its officers have been called upon to overcome extraordinary difficulties, but because the institution has proved itself to be of great usefulness under ordinary business conditions—and it is such conditions of course that have most frequently to be provided for. The bank was incorporated in 1875, with a capital of \$150,000, and from the very

first has been managed in the interest of the entire community, or in other words the fact has been appreciated that what is good for the community as a whole must also be good for the bank, while any action which might imperil the standing of the bank would certainly react disastrously upon local business interests. Intelligently carrying out such a policy and invariably giving the preference to home enterprises when any question arises as to the disposal of financial aid; it would be strange indeed if the Second National Bank was not both popular and respected, and as a matter of fact there is no financial institution in the entire state more highly esteemed in the community in which it is located. Conveniently appointed rooms, located on Main street, are utilized and a general banking business is done, including the reception of deposits, the collection of drafts and the discounting of approved commercial paper. Mr. J. W. White is President of the bank, and Mr. F. A. Eaton, Treasurer; the Board of Directors being made up of the following representative business men: J. W. White, S. D. Chandler, J. H. Blake, F. W. Estabrook, H. W. Gilman, C. D. Burke, Charles Williams.

## DR. C. E. FAXON, DENTIST,

NASHUA, N. H.

OFFICE:

HOWARD BLOCK.

**McKean & Andrews,** Insurance, Rear of Nashua Savings Bank, Nashua, N. H.—The purchasing public are frequently informed that "the best is the cheapest," and if there is one line of business to which this motto applies with special force it is certainly that which has to do with the placing of insurance, for insurance which does not insure is not only dear at any price but no man can afford to accept it for nothing, it being absolutely bad in its effects without one single redeeming feature. The question as to what local agency is in a position to furnish the very best insurance obtainable at the lowest market rates, is not a hard one to answer, for the record made by the agency established by Mr. F. A. McKean over a quarter of a century ago affords a clue to the best possible solution of the problem. Mr. McKean began operations in 1864, and in 1865 became associated with Mr. George F. Andrews, under the firm name of McKean & Andrews. The founder is a native of this city and is universally known throughout this section, not only on account of his holding the position of cashier of the Indian Head Bank, but also by reason of his prominence in public affairs, he having served as Mayor and now acting as City Treasurer. Mr. Andrews was born in Concord, N. H., and is clerk of the Nashua Savings Bank. The firm represent some of the strongest insurance companies in the world; such for instance as the Insurance Company of North America, with assets of \$9,000,000; the London and Lancashire, with U. S. Assets of \$2,000,000 and the Anglo Nevada, having assets of \$2,600,000, Granite State Fire Insurance Co., of Portsmouth, and many prominent mutual companies are also represented; and the promise of the concern to carefully look after the interests of their clients is given all the force of a guarantee by the record made in the past. "Liberal adjustment and quick payment" is the motto of this agency, and it has been selected, not because it sounds well but because it condenses into a nutshell the actual policy pursued.

**The Londonderry Lithia Spring Water Co.** G. W. Currier, Treasurer., Nashua, N. H.—The enormous development of the business of the Londonderry Lithia Spring Water Company since the incorporation of the concern in 1885, is all the more noteworthy from the fact that the management have carefully avoided even the appearance of sensationalism in their advertising, and indeed have displayed what has been criticized as excessive conservatism in making the merits of their product known to the general public. The Spring is located six miles from Nashua in the town of Loudonderry, and its surface is higher than that of any land within a radius of half a mile the water flowing from a remote hill under a stratum of granite, the first crevice in which affords opportunity for the escape of the fluid which forms the spring. This has been known as a "healing spring" for more than a century, and the physicians of Nashua finally became so impressed by the results following the use of the water that they caused it to be analyzed, and finding that it contained lithium and other medical agents possessed in similar proportions by no other water in the world, they formed a stock company to put this "Nature's remedy" within the means of all. As regards the value of Lithia in the treatment of diseases of the uric acid diathesis, it would be presumptuous for us to speak on our own responsibility considering that the subject has been exhaustively investigated by men of assured standing in the scientific world; and an idea of the conclusions they have arrived at may be gained from reading the following words of one of the most prominent experimenters in this field: "For myself I have not the least doubt as to the result of lithium salts as the probable agents, and am convinced that by their employment depositions of uric acid in the renal organs can, to a large extent, be prevented. I have been much in the habit of using potassium with lithium in the form of the carbonate, the former to give neutralizing, the latter to increase the solvent power."—Dr. Garrod. A writer in the "Journal of Balneology" in the course of a carefully prepared article on the subject as how best to administer this remedy says: We believe in the great laboratory of nature, and insist that since she yields such a boon as lithium to afflicted mortals, it is right to take her gift in its native purity. While it is possible to obtain gratifying results from the lithium of commerce, which, on account of its scarcity, is often adulterate, it is far better to administer it as it is prepared by the Great Alchemist for the use of man. We thoroughly believe that small quantities of the salt as thus existing will act more freely than larger quantities pharmaceutically combined. The group of natural lithia waters is very small, only two or three having attracted any attention from the medical profession.

Of this group the Londonderry Lithia of New Hampshire is by far the richest in lithium and the most in favor at the present time. Professor Peale, the government chemist, recognizes no other as a strictly lithia water, because the per cent. of lithium to the other ingredients is so small. Add to this the testimony of a Chicago surgeon who has a well-defined preference and a concise method of stating his reasons for it. I have used the Londonderry Lithia Water for the diseases connected with the presence of uric acid in the blood and urine, and always with satisfaction. I believe that nature has a chemistry so subtle that it cannot be imitated in an extemporaneous prescription, and so I prefer the natural mineral waters to any artificial combination. Charles Gilman Smith, M. D. "Imitation is the sincerest flattery" and the best evidence of the genuine merit and great popularity of the Londonderry Lithia Spring Water is the fact that the market has been flooded with manufactured "Lithia Waters", while certain unscrupulous parties are using the word Londonderry in such a manner as to deceive consumers who do not carefully examine the labels and other distinctive features of the packages. As to the absurd claim that made-up waters

are superior to the work of nature, it certainly requires no answer, and the purchasers may be sure of getting the genuine article by accepting only such bottles as bear the genuine label.

Far from being naseous, as are so many mineral waters, the Londonderry Lithia is pronounced the most delicious sparkling water in the world and is in daily use in the leading hotels, restaurants, etc., throughout the country. It is served as a table water at the Somerset, Union League and other fashionable clubs and is no less valuable as a preventative than as a remedy. The following analysis by Prof. H. Halvorson will prove of interest, and we may say in closing that the company now has agencies in all parts of the country and is prepared to furnish the water in a perfectly fresh condition and in any desired quantities without delay.

Calcium Sulphate, grs. per Imp. gal.,	30.151
Potash Carbonate,	22.000
Calcium Bi-Carb.,	8.753
Magnesia Carb.,	9.160
Alumina Sulph.,	6.068
<b>Lithium Bi-Carb.,</b>	<b>8.620</b>
Iron Carb.,	2.224
Potash Sulp.,	.370
Sodium Chloride,	1.030
Silica,	1.500
	89.876
Organic Matter, none.	
Carbonic Acid,	75.40

**Howard, French & Heald**, Manufacturers of Ash, Walnut, Cherry and Birch Chamber Furniture, Bedsteads in Ash, Walnut and Birch, Store, Howard's Block, Main Street, Factory, Amherst Street, Nashua, N. H.—The advantages of buying Furniture directly from the manufacturers have been so often and so fully presented to the purchasing public that it might seem quite unnecessary for us to re-open the subject were it not for the fact that many persons still fail to appreciate them and are consequently not getting so much for their money as they otherwise would. We do not mean to assert that the average retailer mis-represents things and deliberately deceives his patrons, but we do say that no one knows as much about Furniture as the manufacturer; that no one is in a position to give such a positive guarantee that it will prove to possess the qualities claimed for it, and that no one is in a position to sell so closely, as one profit is saved to the consumer, not to mention expense of handling, etc. These facts are undeniable, they are not mere personal theories but are constantly being more clearly proved by practical experience, while they are certainly in full accord with the dictates of that most valuable of all faculties—genuine "common sense." A large proportion of our Nashua readers are already conversant with them, and it would be strange if they were not for they have an unsurpassed opportunity to ascertain and verify them by visiting the establishment conducted by Messrs. Howard, French & Heald, in Howard's Block, Main Street. This firm are very extensive manufacturers of Ash, Walnut, Cherry and Birch Chamber Furniture, Bedsteads, Book Cases and Desks; doing both a wholesale and retail business and utilizing factories in Nashua and in Milford, besides occupying a very spacious store in Howard's Block, Main Street, this latter establishment containing 5 floors and having a total floor-space of some 13000 square feet, all of which is required in order to accommodate the immense stock carried. The enterprise was inaugurated in 1867 by Messrs. E. P. Brown & Co., who were succeeded by Messrs. Howard & Copp, they giving place to Messrs. Howard & French, and the present firm finally assuming control in 1888. The partners are Messrs. J. W. Howard, C. H. French and David Heald, all of whom are New Hampshire men by birth and are widely known in business and social circles.

Mr. Howard has served in both branches of the city council, has held the position of representative and was connected with the school committee for 12 years. He has done much to develop the interests of this city, and his associates in business are also men prominently identified with local enterprises. The Nashua factory is located on Amherst street, and is devoted to finishing and packing, employment being given to from 25 to 50 hands here, and from 8 to 10 at the store. The factory building contains three stories and a basement, and another structure of somewhat similar size is utilized for storage and finishing purposes, while the Milford factory is devoted to the working up of the raw material and affords employment to from 60 to 100 men. Having such facilities, we need hardly add that Messrs. Howard, French & Heald are in a position to fill all orders promptly and to quote the lowest market rates on dependable furniture. They manufacture an almost endless variety of styles, are constantly adding new designs and offer an unsurpassed assortment, while guaranteeing every article they sell to prove precisely as represented.

**Nashua Card and Glazed Paper Co.,** H. G. Bixby, President and Treasurer, Franklin St., Nashua, N. H.—During the more than 40 years that the enterprise now conducted by the Nashua Card and Glazed Paper Company has been carried on, many and radical changes have been made in the methods of paper manufacturing and the industry has developed so extensively as to be a marvel even in these days of rapid growth. The present company is known as one of the most progressive as it is one of the largest concerns of the kind in the world, and some idea of the magnitude of its business may be gained from the fact that the daily shipment of finished goods amounts to about 8 tons. Operations were begun in 1849, and after several changes had taken place in the firm-name the existing company was incorporated in 1866. It has a capital of \$150,000, and operates one of the most extensive and efficient plants in the country. The premises made use of are on Franklin street, and comprise a 3 story and basement building, of the dimensions of 318x65 feet, having 2 wings, each 35x80 feet in size. A 250 horse engine furnishes the motive power and employment is given to 90 assistants. All kinds of glazed and enamelled paper and card-board are manufactured, and the product being sold throughout the Union, the demand for it being steadily and rapidly increasing. Having such extensive facilities it is hardly necessary to add that the company can fill the heaviest orders at short notice and at the very lowest market rates. The President and Treasurer is Mr. H. G. Bixby, who is very widely known in trade circles and has had much to do with the development of the company's business.

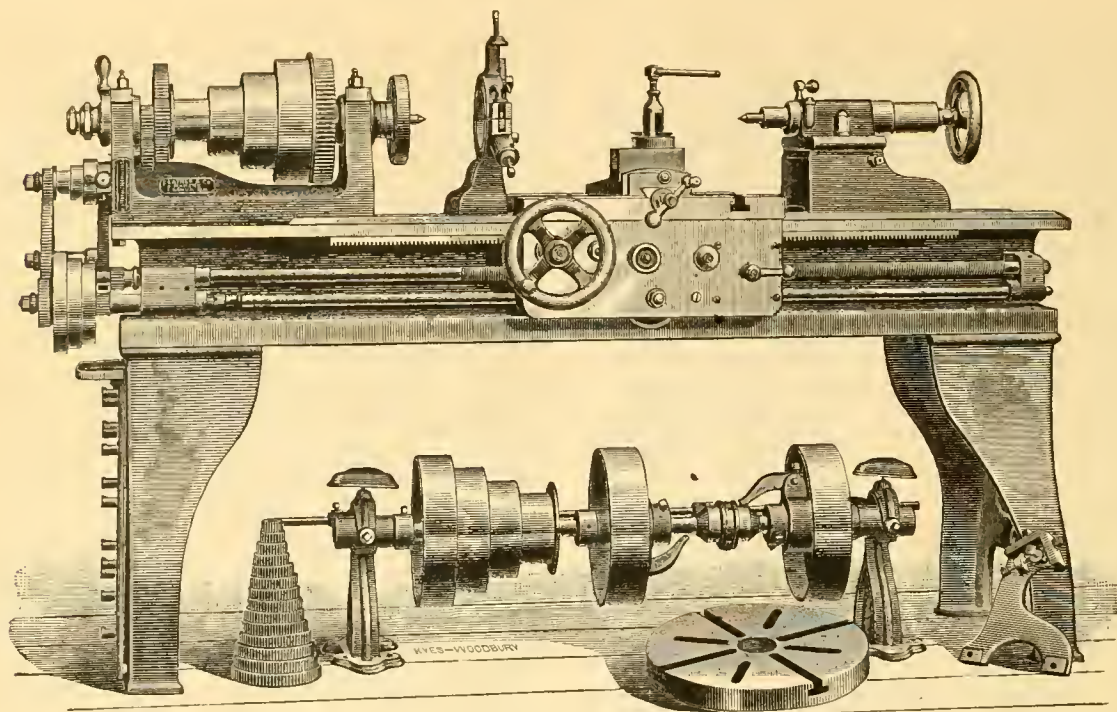
**Nashua Saddlery Hardware Company,** Manufacturers of the Taber Improved Saddle Tree and Water Hook, and General Saddlery Hardware, No. 4 Harbor Ave. Nashua, N. H.—An especially noteworthy enterprise recently inaugurated in this city is that conducted by the Nashua Saddlery Hardware Company, at No. 4 Harbor Avenue, for this undertaking is remarkable not only for the business standing of those identified with it, but also for what seems an absolute certainty of rapid and permanent development, as the more important productions are fully protected by letters patent and are so far superior to anything else of the kind in the market as to assure an extensive and constantly growing demand for them. The company was incorporated in 1889, with a capital of \$50,000, Honorable V. C. Gilman being President, and Mr. W. H. Beason, Treasurer. The former gentleman is Treasurer of the Nashua Savings Bank, and Mr. Beason holds a similar position in connection with the Underhill Edge Tool Company. Mr. Orren Taber the inventor of the principal line of goods is General Manager. The Nashua Saddlery Hardware Manu-

facturing Company make a specialty of the production of the Taber Improved Saddle Tree and Water Hook. They hold 8 valuable patents and three more are pending, so that the interests of the concern are sufficiently well protected to warrant the development of the plant to the very highest standard of efficiency. The premises made use of include a pattern department of the dimensions of 35x75 feet; a shipping and press-room measuring the same, and a brass room 50x35 feet in size. The goods being shipped throughout the United States and giving the very best of satisfaction wherever introduced.

**Fred. S. Neff,** Jeweler and Optician, 137 Main St.,—As a jeweler and optician Mr. Neff's name has become familiar not only to the people of Nashua, but to those of the surrounding country. Six years ago he came to this city and for three years past has been in his present location where his excellent and tastefully selected stock presents an attractive appearance. Besides articles almost innumerable in gold, silver and plated ware he presents a fine assortment of novelties in jewelry for the choicest trade and keeps constantly on hand a full line of watches with all the popular works in cases of different materials, French and American clocks, the only full line of diamonds to be found in Nashua, as well as precious stones of other kinds, a variety of pins, rings, chains, studs etc., and make a specialty of imported opera glasses, having them made to his order by Audemain, Paris, and only at this store can Paillard's non-magnetic watch movements be obtained, they being the only non-magnetic works of this grade to be obtained in Nashua. None but expert workmen are employed, and watch, clock and jewelry repairs of every description are neatly and thoroughly made, as is also fine engraving and the casket plate work of all of Nashua's undertakers is done at his establishment.

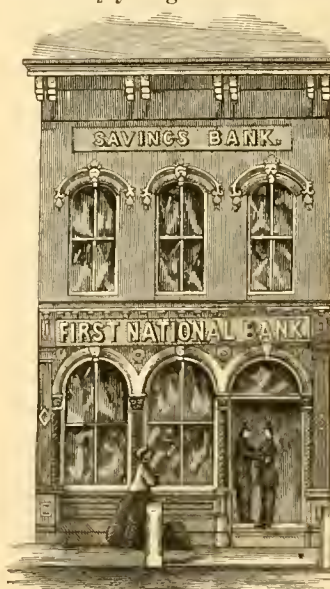
Mr. Neff is the only graduate optician in Nashua, having received thorough instructions from Dr. Bucklin of New York, has a variety of test lenses for testing the eye, and in the rear of his store is a cosy fitting room where, free of charge, the testing is done. Mr. Neff was formerly with the Waltham Watch Company, has had 13 years experience in his business, is a thoroughly practical man familiar with all its details. His store is attractive and excellently stocked, and his already large patronage, which extends to all the neighboring towns, is still fast increasing.

**O. W. Reed,** Brass Founder, No. 25 Mason Street, Nashua, N. H.—The casting or founding of metals is an art that has been practiced from the earliest period in the world's history, and with more or less skill by various nations. A description of the melting and casting of the different metals and their alloys as done at the present day, properly includes an account of the furnaces used, as well as of the materials employed and the various processes adopted. Space will not admit of our entering into these details. It includes the methods employed in the construction of huge cannon of cast bronze that require for each one several large furnaces to furnish the number of tons of molten iron to fill its mould, or the large bells of which several are recorded as having consumed from 50 to 100 tons of bronze, and one, it will be remembered, the great bell of Moscow, about double the larger quantity named. The construction of the most elaborate works of art and of the most delicate trinkets is included in this same process. The operations require each their appropriate furnaces for smelting the metal as cupola and reverberatory furnaces, where large quantities are required, and the small brass furnaces for work in that material. There is much that is of interest to the visitor in a foundry like that of Mr. O. W. Reed at No. 25 Mason St., Nashua, whose specialty is brass, composition and copper castings, bronze and babbitt metal. Mr. Reed has been in the foundry business here in Nashua since 1863 and has acquired an excellent reputation for the high grade of castings turned out by him.



**Flather & Co., Machinery and Tools, Nashua, N. H.**—Among those representative manufacturing enterprises, which have given Nashua the reputation of turning out some of the best work produced in this country, that conducted by Messrs. Flather & Co. is deserving of honorable and prominent mention, for the Flather machine tools are known and sold throughout the civilized world, and are generally conceded to have no superiors, whether regarded from the standpoint of ingenuity and efficiency of design or of excellence of workmanship and material. Their manufacture was begun many years ago, and, although the management have never made changes simply for the purpose of being able to announce novelties, they have radically improved their various productions from time to time, have brought out a number of original and valuable machines, and now offer an assortment which is simply unsurpassed in its special line. A specialty is made of the Flather engine lathes, among the more prominent distinguishing features of which are hollow spindles, and a patent feed for plain turning, boring and facing. The workmanship is the very best obtainable by the employment of the most skilled men, aided by the most improved tools and appliances. The partners are Messrs. J. and William J. Flather, both of whom are natives of England, and are widely known in public, as well as in business affairs, Mr. J. Flather having served as Councilman, Alderman and Representative; and Mr. W. J. Flather having been connected with City Council. The works are extensive, and are very completely fitted up in every department, there being some fourteen thousand square feet of floor space available, and a very elaborate plant of machinery being utilized, while employment is given to seventy-five workmen. The productions include engine lathes, screw machines, turret chucking lathes, iron planers and reaming stands; and the goods are shipped over a very wide extent of country, the general selling agents being Messrs. Hill, Clarke & Co., 156 to 164 Oliver street, Boston, Mass.

**City Savings Bank, S. D. Greeley, President, E. P. Brown, Treasurer, Opposite City Hall, Nashua, N. H.**—Let any young man set out to discover the "secret to



Opp City Hall Nashua NH

success" by a careful study of the lives of the many self-made men which this country has produced, and he cannot pursue his investigations very long without becoming impressed by one fact which crops out in the history of every such career. These men knew how to save money. Many of them—in fact, nearly all of them—had very small incomes; they worked long hours, had but little opportunity for amusement; in many cases had others besides themselves to support—and yet they saved money! Not much of course at first, but still something. And they did this by putting aside sums which now a-days

we are too apt to think not worth saving. Twenty-five cents, ten cents, five cents, even one cent, is worth putting aside, for cents make dollars and dollars deposited in a well-managed savings bank have a most gratifying knack of increasing until they amount to hundreds and even thousands. Don't be afraid of becoming miserly; there are worse

things than miserliness, and among them is that form of "generosity" which causes a man to spend all his earnings on himself and his boon companions, and allow his family to become dependent upon the bounty of others. Even if you have no family you are still bound in honor to provide in time of strength for sickness or old age, and the man who saves in order to do this is more truly generous than he who spends his money freely for his own gratification, and depends on his neighbors and the community in general to support him when his earning capacity ceases. Savings Banks greatly stimulate wise and persistent economy and are among the most valuable and efficient of our educational institutions although they are not generally classed among such. "Object lessons" are as instructive to adults as to children, and the object lessons inculcated by such an institution as the City Savings Bank make better citizens out of all who profit by them. This bank was incorporated more than a quarter of a century ago, and is one of the most firmly established and most popular in the entire state. The officers and trustees are men who have the full confidence of the community, and have proved their ability and integrity by their individual business career. Their names are as follows:

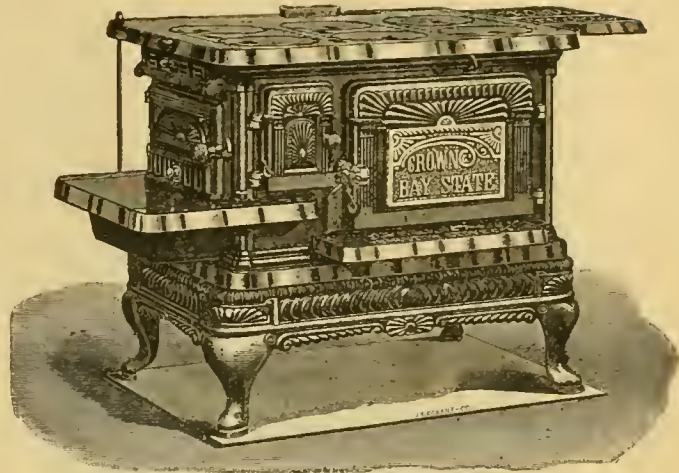
PRESIDENT,  
S. D. Greeley.  
TREASURER,  
E. P. Brown.  
TRUSTEES.

Luther A. Roby,  
J. A. Spalding,  
Edward Hardy,  
E. O. Blunt,  
S. D. Greeley,  
C. A. Roby,

E. P. Brown,  
C. H. Burns,  
J. M. Swallow,  
R. Fitzgerald,  
D. A. Fletcher,  
James H. Reed.

The bank is very conveniently located, opposite the City Hall, and business hours are from 9 to 12 a. m., 2 to 4 p. m., and from 7 to 8 Wednesday and Saturday evenings; the bank being closed Saturday afternoon.

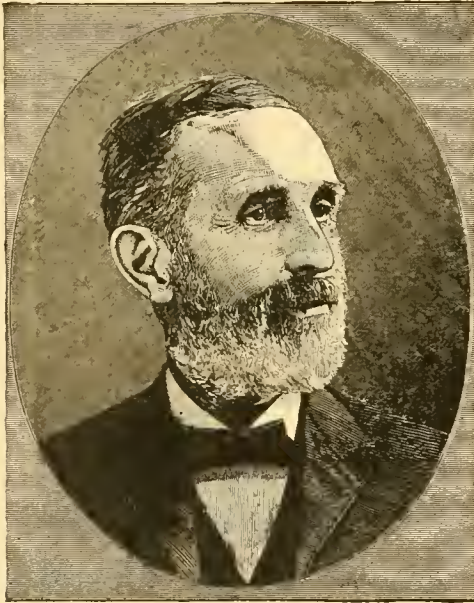
**J. Bagley.** Domestic Bakery, Bread, Cake and Pastry, 64 Pine and 111 Pearl streets, Nashua, N. H. —No unhealthy community can be thoroughly prosperous, and as the public health is dependent to a great degree upon the quality of the food supply, it necessarily follows that good food is essential to the attainment of the highest prosperity. Nashua is fortunate in having her food market lavishly supplied at all times of year, and she is also fortunate in having some of the best-equipped public bakeries in New England, for bread, cake, pastry, etc., of course form a very important part of the food supply and a large proportion of city families buy practically all their supplies of this kind, finding it both cheaper and easier than to bake at home. Any mention of representative local bakeries must of necessity include that located at No. 111 Pearl street, for this is one of the best known establishments in the city and has ranked among the leading ones for many years. It was established by Mr. W. A. Shipley and passed into the possession of Mr. J. Bagley in 1889. He is a native of Bradford, N. H., and has shown both the desire and the ability to more than maintain the old reputation of the establishment. The premises in use comprise a store 25x30 feet in size at No. 111 Pearl street, and a bakery at 64 Pine street, and are as well equipped as they are spacious and well-kept. Employment is given to a sufficient force of assistants, both a wholesale and retail business being done; and the use of carefully selected materials assuring the production of thoroughly first-class goods. Bread, Cake and Pastry of all kinds are carried in stock, the goods being daily renewed, and being unsurpassed for delicacy of flavor.



**The Crown Bay State Range.**—It may seem a very simple matter to purchase a stove, and so it is in one sense of the word, but in order to obtain a stove that will surely give satisfaction, it is necessary to buy of an experienced and reputable dealer who will know what kind is best adapted for use under the conditions which you propose to use it. Messrs. Frank W. Blood & Co. are an excellent firm to apply to for information of this kind, as they have had years of varied experience, and are in a position to supply anything wanted in the stove, furnace or range line at bottom prices. They make a specialty of the Bay State goods, manufactured by the Barstow Stove Co., one of the oldest and most reliable stove firms in the country. They are also headquarters for tin and glass milk cans, and general milk dealers' supplies at wholesale prices. Messrs. F. W. and L. D. Blood are natives of Mason, N. H., and have been identified with their present enterprise since 1883, at which date they succeeded the firm of Green & Burnham. The most inexperienced may deal with Messrs. Frank W. Blood & Co. without the least fear of imposition. The Nashua premises utilized are located at No. 68 Main street, and cover four thousand feet of floorage, including the two stores on Pearson avenue, and contain a fine assortment of tin, japanned, wood and hollow ware, as well as brooms, brushes, lamp goods, etc., etc. Employment is given to several skilled mechanics, and a specialty is made of tin-roofing, and all kinds of jobbing, pertaining to their business, is done in a first-class and durable style at low rates, and orders can be filled at very short notice, and those sent by mail or messenger will receive immediate attention. Messrs. Frank W. Blood & Co. are widely known, having a branch store at 397 Merrimack street, corner Wilson, Manchester, N. H.

**M. L. Truell,** Manufacturer of Fine Cigars, successor to Truell & Dennahan, 97 Main street, Nashua, N. H.—Mr. M. L. Truell founded his present business over fifteen years ago, under the firm name of Truell & Dennahan, which was continued until 1886, when Mr. Truell assumed the entire control of affairs. He has long been known as one of the leading manufacturers and dealers in cigars, in Nashua. Mr. Truell does an extensive business which is both wholesale and retail in character. He manufactures the cigars he handles, his establishment being located at No. 97 Main street, and is consequently in a position to know just what he offers to his customers. Great pains are taken to secure uniformity of merit, and smokers speak in the highest terms of the dependable quality of all cigars manufactured by Mr. Truell. The premises occupied measure about 400 square feet in size. A large stock is carried consist-

ing of fine cigars, tobacco, pipes and smoker's articles in general. Six competent and reliable assistants are employed in the various departments. Low prices rule and prompt and polite attention is shown to every customer. "Truell's No. 40-6" is claimed by many smokers to be the best five cent cigar in the city. They are a Long Cuba Filler, and contain no adulteration. "Truell's M. L. T." are as fine a ten cent cigar as there is in the market and are acknowledged by all judges to be the best. They are for sale by all first-class dealers. Mr. Truell has had over 30 years experience in the cigar business and he feels confident that his goods cannot be excelled in quality and workmanship. His factory and store are at 97 Main street.



*J. M. Fletcher,*

**The Fletcher & Webster Furniture Co., Nashua, N. H.**—The industry known under this name was started in 1856, on Water street, by J. M. Fletcher and three associates. The firm name was Fletcher, Farwell & Co. In 1858, Mr. Fletcher purchased the interests of his partners, and moved the business to Thornton's Ferry, N. H., and continued it jointly with Mr. E. P. Parker, under the firm name of Parker & Fletcher. This lasted until 1865, when Mr. Fletcher recommenced in Nashua in connection with the Bird Cage and Novelty business, in which he was half owner. The combined business was carried on on Hollis street, with Mr. Amos Webster, the firm name being Fletcher & Webster, and they continued in this place until more room was required. In 1869, they built and moved the furniture part of their business into the buildings where the business is now carried on. Soon after occupying their new quarters, they admitted Mr. L. C. Farwell to the firm, and changed its name to Fletcher, Webster & Co. The prosperity of the firm induced the formation of a stock company in 1878, which was duly incorporated under the laws of N. H., taking

the name of Fletcher & Webster Furniture Co., and has so continued till the present time. Mr. Fletcher has been the ruling spirit in the formation and continuance through all changes of this business, and has made a success of it from the beginning. He is at the present time owner of nearly all the stock and the manager of the concern. The buildings occupied are three in number, averaging 40 x 80, three stories, and with sheds and yard room occupy about two acres on the north side of Harbor Pond, with a front on Bowery street. The officers of the company are: President, J. M. Fletcher; Treasurer, Amos Webster; Directors, J. M. Fletcher, Amos Webster, E. P. Brown, J. V. Wright and W. R. Wilcox; Selling Agents, C. S. Masseck and C. W. Coffin. Capital, \$40,000.00. The goods manufactured are centre tables, hall stands, what-nots, folding cribs, swing and rocking cradles, umbrella stands, music racks, etc. These goods are sold throughout New England, and to some extent outside, and stand so high in the market as to always give the concern a fair business.



**A. J. Rockwood, Funeral Undertaker; Warerooms and Office, Main street, First Building South of Bridge, Up Stairs; Orders by Mail, Telegraph or Telephone promptly attended to; Residence, No. 38 Amherst street, Nashua, N. H.**—If any enterprise is entitled to prominence and confidence that of A. J. Rockwood can certainly make such claim, as it ranks among the most reliable undertaking establishments in this city. This business was established in 1845 by Mr. Jefferson Rockwood, who was succeeded in 1847 by his son, Mr. A. J. Rockwood, and during the forty-five years elapsed since then, this house has, under his energetic and capable management, enjoyed an uninterrupted success. Mr. Rockwood possesses an extensive experience in all branches of his business, and by care and industry, has built up a large and steadily increasing business as funeral undertaker. The premises utilized for business are located on Main street, first building south of Bridge, his residence being at No. 38 Amherst street. Orders by mail, telegraph or telephone will be promptly attended to. Mr. Rockwood attends to any duty connected with his business at the shortest notice, night or day, and coffins, caskets, robes, and everything pertaining to the undertaking business is kept constantly on hand. Personal attention is given to laying out the dead, and bodies are embalmed or preserved on ice, as the friends may desire. Every department of the enterprise is, in fact, well organized, and under a thorough control.

**Miss M. C. Pollard**, Teacher of Vocal Music; (Residence, 8 William Street, Worcester); Nashua, Thursday and Friday.

**Mr. C. N. Pollard**, Teacher of Piano and Organ, Nashua, N. H.—“There is no royal road to learning,” and the attainment of skill as a musician or as a vocalist is not possible without faithful and persistent study and practice, no matter how competent, earnest and experienced a teacher one may have, but it is none the less a fact that an almost infinite amount of time and trouble may be saved by having the aid of such an instructor, and the expense involved is much more than compensated for by the benefits gained. One of the most thoroughly equipped and successful teachers of the piano and organ, carrying on operations in this section of the state, is Mr. C. N. Pollard, organist of the Pilgrim church, and the success this gentleman has met with is due not less to his enthusiastic devotion to his profession than to his intimate acquaintance with its practical details. A really enthusiastic and conscientious teacher inspires like enthusiasm and devotion in his pupils, and his example robs daily practice of much of the monotony and irksomeness it would otherwise possess. Mr. Pollard utilizes conveniently located and completely equipped rooms, and as his terms are moderate, the benefit of his tuition is within the means of all who may require the services of a trained and careful teacher. His apartments are also made use of by his sister, who is resident in Worcester, but visits Nashua Thursday and Friday in each week. She gives instruction in vocal music, and what we have stated, concerning her brother's methods, applies with equal force to her own, for she is competent, earnest and thorough, and fully deserves the honorable position she has won in her chosen calling.

**Miss A. King**, Millinery, Union Building, Room 3, Main Street, Nashua, N. H.—We take especial pleasure in calling the attention of such of our readers as are numbered among the fair sex, to the establishment conducted by Miss A. King, on Main Street, Union building, (Room 3), for we are convinced that this lady is in a position to guarantee satisfaction to all who may favor her with their orders. Our reasons for holding this opinion are various and well-founded, and we are sure will be justified by the experience of those who take our advice, and patronize the establishment to which we have reference. Miss King is a native of Canada, and, although she only began operations in her present line of business in 1884, a most gratifying amount of trade has already been established, and a very select stock of fine millinery goods is to be seen on exhibition. The assortment contains no superannuated articles of any kind, but is made up of new, fresh and seasonable goods that are in accordance with the latest dictates of fashion, and that are offered at prices considerably below those generally placed upon articles of such undeniable merit and novelty. Trimmed and untrimmed hats and bonnets are exhibited in great variety, and those wishing trimming or other work done to order, can have their wishes gratified at short notice, as six competent assistants are employed, and commissions are promptly and skilfully carried out, Miss King giving close personal supervision to every detail of the work.

**Dustin Marshall**, Livery, Board and Sale Stable, Reed's Court, Nashua, N. H.—It is sometimes a puzzling question to decide why one man will succeed brilliantly in an enterprise, while others apparently having equal, if not better opportunities, will fail, but it does not require very profound calculation to explain why Mr. Dustin Marshall should have built up so extensive a business from a small beginning within the past sixteen years, for no one can have dealings with him without being impressed by his evident determination to thoroughly satisfy every reasonable customer. When Mr. Marshall be-

gan operations, he had one horse; now he has twenty-four of his own, (besides a large number of boarders), and indications are that this number will soon have to be increased. He carries on a livery, board and sale stable in Reed's court, and is prepared to furnish desirable teams at very short notice and at very reasonable rates. Employment is given to five assistants, and probably no small share of the success attained is due to the care taken to keep things in first-class condition, for the public do not like to patronize an establishment where the horses, carriages, harness, etc., have an untidy and ill-kept appearance, and on the other hand, appreciate efforts to make things presentable. Mr. Marshall is a native of Hudson, N. H., and is widely known here. He gives close personal attention to the details of his business, and spares no pains to fully maintain its high reputation in every department.

**J. H. Blake, Jr.**, Dealer in Hosiery, Gloves, Underwear, Fancy Goods and Small Wares, No. 147 Main Street, Nashua, N. H.—The more tasteful in dress a lady is, the more particular she is in the selection of gloves, for unimportant as this detail of the costume may seem to some, it is, nevertheless, a fact that it exerts a controlling influence over one's entire appearance. Perfect-fitting gloves of appropriate pattern will atone for many a short-coming, and those who find difficulty in procuring articles of this kind, should, by all means, visit the establishment carried on by Mr. J. H. Blake, Jr., at No. 147 Main Street. Mr. J. H. Blake, Jr., was born in Nashua, and succeeded his father in business in 1885. Mr. J. H. Blake, Sr. having been identified with the establishment for about forty years. The reliable business methods of this house have become familiar to those purchasing supplies in this city, and the universal confidence expressed in the representations made here, is the best evidence as to what the character of the methods have been. A store, 20 by 100 feet in dimensions, is occupied, and a very large and varied stock is constantly carried, comprising hosiery, gloves, underwear, ribbons, laces, yarns, black dress goods and shawls; also, all kinds of fancy goods and small wares. The goods contained therein are uniformly reliable in quality, and are quoted at bottom prices. In fact, the prices and goods named here will bear the closest comparison, and customers are assured prompt and polite attention, as eight intelligent assistants are employed. Mr. Blake is too well-known in this vicinity to require personal comment at our hands, and has been connected with the city government as Alderman and Councilman.

**T. F. Kegan & Co.**, Dealers in House Furnishings, Stoves, Ranges, Furniture, Bedding, etc., No. 203 Main Street, Nashua, N. H.—The term, “house furnishing goods,” means a good deal more now than it did ten years ago, for many useful articles coming under this head have been placed on the market during the past decade, and the work of the housekeeper has been correspondingly lightened. One of the most complete and desirable stocks of house furnishings to be found in this section of Nashua is that carried by Messrs. T. F. Kegan & Co., at No. 203 Main Street, and by no means the least gratifying feature of the goods handled by this firm is the low price quoted on them. The premises occupied comprise three stories, and the stock includes house furnishings in general, as well as a large and varied assortment of stoves, ranges, furniture, bedding, etc. Space is too limited to allow us to describe even the most prominent of the goods making up this assortment, but we can at least assure our readers that the store will well repay a visit, especially as immediate and polite attention is shown to every caller, and bottom prices are quoted in every department. Orders will be promptly and accurately delivered, and every article is warranted to prove just as represented.

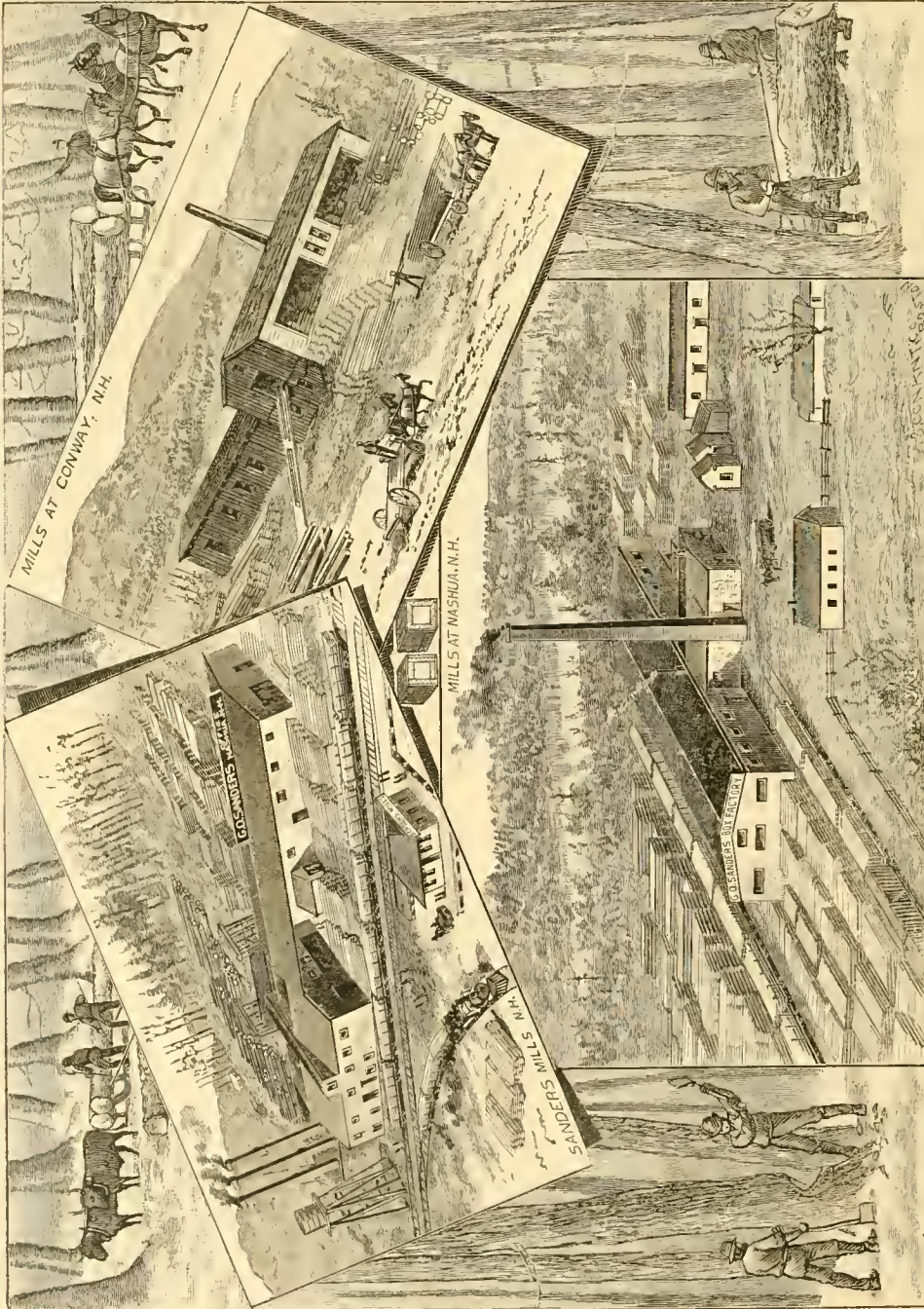
# GEORGE O. SANDERS, BOX AND FURNITURE FACTORIES, OFFICE: SANDERS STREET, NASHUA.

At nearly the junction of the Nashua and Merrimack rivers is an industry of extensive dimensions, whose location outside the line of travel has left it during its eight years of existence comparatively unknown to the general public. But there, almost unheralded to the citizens has sprung up in the sparsely growing pasture land, one of the most successful and growing industries of the city. One man's mind conceived it, and to one man's industry and foresight is its growth and present prosperity due. In January, 1882, when Mr. G. O. Sanders, one of Nashua's

most enterprising and successful citizens, began clearing and leveling up the seven acre tract of land at the junction of the Merrimack and Nashua rivers, and upon which site he erected his large steam saw mill and box factory, it was asked by many of Nashua's business men, "What are you going to do with it?"

The location was regarded at that time as wholly beyond the limits of easy accessibility and the practicable shipping of any manufactured product without the outlay of great expense. Mr. Sanders, who is a gentleman of extended travel and experience, had decided not only upon that location but that Nashua as a city, with its manufactures, and growing commercial interests, was the most desirable point, away from the sea board of New England, for the founding of his saw mill and box factory. He said nothing to the repeated inquiries of the public but kept actively and vigilantly at work developing his plans, erecting his mill, arranging for lumber, and otherwise preparing and equipping his plant for the best and greatest results.

The planing mill, which ran north and south



of the site, was 162x90 feet, and was connected directly with the Concord railroad by a private track and switch, which was laid, and is owned exclusively, by Mr. Sanders, another track has since been put in, making two in daily use. The saw mill was started in two months from the time of the laying of its foundation. It was furnished with the best machinery available in the market, and at once began its operations. The following May the planing mill and box factory were in full operation and giving employment to fifteen hands. Now over 60 men are employed. The first year over one million feet of lumber were worked into pine and spruce boxes, box shooks, cloth boards. Now it is twenty fold greater in all of Mr. Sanders' enterprises. As compared to his present mammoth operations this product seems small. He soon found his trade increasing as he paid personal attention to all the details of his business. Owing to the growing scarcity of logs in this vicinity, he removed his saw mill machinery, and fitted up in place of it a complete line of box machinery of the latest patterns, which made his plant one of the most complete and finest equipped box factories and planing mills in the state. On the 26th of October, 1889, the mills were totally destroyed by fire. It was a heavy loss to Mr. Sanders. It was on this occasion that Mr. Sanders manifested his energy and ability to meet emergencies; within two hours after the firemen left the ruins he had 25 men at work clearing away the debris and in seven days after the fire, part of the present mill had been constructed and has been running night and day ever since. The mill was completed January 1, of this year, and is 50x180 feet. It is lighted by the Mather system of electric lighting, gives employment to 60 men, and carries a stock of from three quarters to a million feet of lumber in the yard at all times. The mill is heated by the Sturtevant patent hot air system, and is equipped with the Walworth automatic fire sprinkler. This precaution against fire is seconded by a powerful hydrant supplied by three lines of hose which can be directed against any of the buildings on the premises in case of fire. The mill is fitted up with the latest and best improved machinery to be had and is cutting up and finishing twenty thousand feet of lumber for boxes and three thousand feet of hard wood lumber per day. This machinery is all new. The yard in this city covers an area of four acres, on which are six buildings devoted to the various uses of his business; for besides the manufacture of boxes and box shooks, of which latter he is the largest manufacturer in the state, he manufactures cloth boards and the Manhattan folding mantle beds, his own patent. His actual sales of pine, spruce and hemlock lumber, box boards, shooks, cloth boards, etc., average over twenty million feet per annum, for his three mills. This is supplied to the largest cotton, woolen and paper mills, shoe factories, fish and provision packers in the New England states, New York state and some for export, and does a business of \$200,000 to \$210,000 per annum. At Frankenstein, Mr. Sanders has another mill 140x45 feet, used for cutting spruce dimension lumber and for a box factory. This is run by a 200 horse power engine and employs 86 men including loggers. This mill turns out thirty-five to forty thousand feet of spruce lumber per day which is sold in Boston and Portland markets. This mill is also fitted with the Walworth sprinkler system for fire protection and Sturtevant dry kilns. The Maine Central Railroad is now constructing a depot at his mill and the station will be known as Sanders Mills station. At Conway, he has a saw mill and box factory, giving employment to 40 men and teams and has 1400 acres of timberland at that place. Mr. Sanders employs in all 186 men and is the largest manufacturer of box shooks

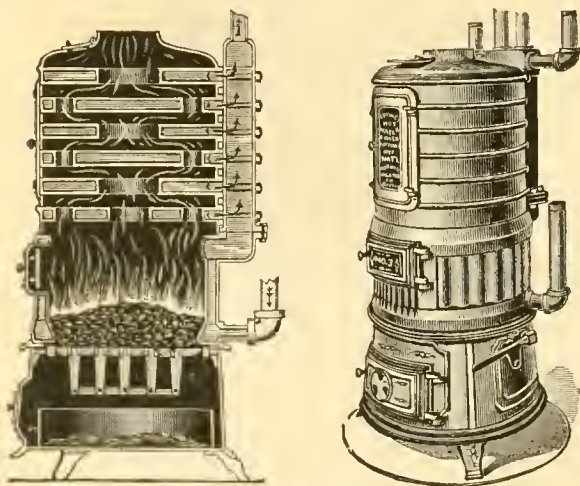
in New Hampshire. He has the product of three mills of his own. He has a fine suite of three offices on the premises in this city. He employs two bookkeepers at his Nashua mill, one at the Frankenstein, and one at Conway, and numbers among his customers some of the largest consumers in the New England states. The municipality of Nashua opened and graded a street to the works of Mr. Sanders as a complimentary acknowledgment of his untiring labors in building up, and advancing so important an industrial feature in the general manufacturing interests of our city and gave it his name. Mr. G. O. Sanders is almost a native of Nashua, being born in Hudson 39 years ago and coming to this city with his parents to live when only six years of age. After receiving a common school education, the finishing touches of which were received at Crosby's Literary Institution, he began at the age of 17, an apprenticeship in the carpenter's trade with his father, Mr. A. A. Sanders, a well-known contractor in this city. He



learned his trade thoroughly and in 1878 catching the western fever, went to Atchison, Kansas. While west, which occupied a period of four years, he built bridges, stations, stores and engine houses on contract for the Atchison, Topeka & Santa Fe and the Union Pacific railroads. He employed between forty and fifty men, with headquarters at Atchison, Kansas, and greatly prospered in the work. In 1882 he returned to Nashua, and again located here, and built up his present growing business. A thorough business man in every particular, a genial comrade, a progressive citizen, a liberal friend and a great lover of home, he has endeared himself to all who knew him. He has done much to advance Nashua's interests during the past eight years, which is thoroughly appreciated by the thoughtful citizen. A young man yet, he has much before him, and there is no doubt that the opportunities will find in him a man



fully prepared to meet them. Mr. Sanders' residence, just over the bridge in Hudson, is perhaps the finest residence in town. The buildings are of the French villa style of architecture, the designs being made and work done by Mr. Sanders. The entire house is heated by steam and finished in hard wood throughout. The buildings occupy a commanding site and give a magnificent view of the surrounding country.



**J. W. Leazott & Co.,** Dealers in all Kinds of Steam, Gas and Water Fittings, Hot Water Heating and Plumbing; Shop, Basement of Baker's Building, 65½ Main Street, Opposite Old Post Office, Nashua, N. H.—Messrs. J. W. Leazott & Co. are dealers in all kinds of steam, gas and water fittings, and are prepared to furnish these articles in quantities to suit at short notice and at bottom prices, but what is of more interest to the large majority of our readers is the fact that orders for hot water heating, plumbing, etc., will be filled in a thoroughly workmanlike manner at low rates. The business was founded by Mr. J. W. Leazott in 1885, the present firm name being adopted in 1888. Mr. Leazott is a native of New York State, and has built up an extensive

business in a comparatively short time by giving it close personal attention, and sparing no pains to maintain the service at the highest standard of efficiency. His shop is located in the basement of Baker's building, No. 65½ Main Street, opposite the old postoffice, and is 65 x 25 feet in dimensions. Employment is given to seven experienced and competent assistants, and all work is guaranteed to prove satisfactory, for it is done by skilled men under careful supervision, and no trouble is spared to secure durable results. At this late day, it is unnecessary to say that health and plumbing are very closely connected, and every one should make it a point to see that the drainage and general plumbing arrangements of his house are kept in first-class conditions at all times.

**Moody, Estabrook & Andersons,** Manufacturers and Wholesale Dealers in Shoes, Nos. 45 and 47 Lincoln Street, Boston, Factory at Nashua, N. H.—The fame of Nashua as a manufacturing centre has been gained in connection with textile fabrics almost entirely, although of course many other lines of industry have been and are very extensively carried on here; but present indications are that the manufacture of Boots and Shoes is to be one of the great sources of wealth in the immediate future, for this industry has developed wonderfully in this city of late years and a notable example of the progress that has been made is that afforded by the growth of the business conducted by Messrs. Moody, Estabrook & Andersons, the leading shoe manufacturing firms of this section. Operations were begun in 1879, by Messrs. Estabrook & Anderson Brothers; the present concern being formed two years later. It is composed of Mr. W. H. Moody, a native of Claremont, N. H., Mr. F. W. Estabrook, a native of Grafton, Mass., Mr. F. E. Anderson, born in Epping, N. H., and Mr. Geo. E. Anderson, who was born in London, N. H. All these gentlemen give close personal attention to the business, and the productions of the firm have become so well and favorably known to consumers and the trade that the present manufacturing facilities, large as they are, are decidedly inadequate to properly handle the many orders received; and the firm is now constructing additions to the factory which will increase the productive capacity by 80 per cent. and enable them to turn out more shoes than any other concern in town. The product comprises a medium grade of Men's, Boy's, Youth's Women's, Misses' and Children's Shoes, and now approximate 6000 pairs per day, this being increased to 1000 pairs when the contemplated addition is completed, about May, 1890. Employment is now given to 600 assistants, which number will be increased to 1000 at the date given. The firm have an office at Nos. 45 and 47 Lincoln Street, Boston, and distribute their goods over a wide extent of country, they being unsurpassed in their special line and winning hearty commendation from both dealer and consumers. A great variety of styles are manufactured and ease and durability are prominent characteristics of the finished product, the general popularity of which is largely due to the constant care exercised in the selection of the material employed. The firm have always born a high reputation for filling orders promptly and accurately, and this reputation will surely be added to when the greatly enlarged facilities are available. The partners are all active and energetic business men. Mr. Moody being a director of the Shoe and Leather National Bank of Boston. Mr. Estabrook being a director of the Second National Bank, and president of the Gas and Electric Light Co., in which both the Messrs. Anderson are interested. Mr. F. E. Anderson is vice-president of the Security Trust Co., and is president of the Security Improvement Co., of Grand Forks, Dakota; and Mr. Geo. Anderson is well known in connection with municipal affairs, having served on both branches of the city council.

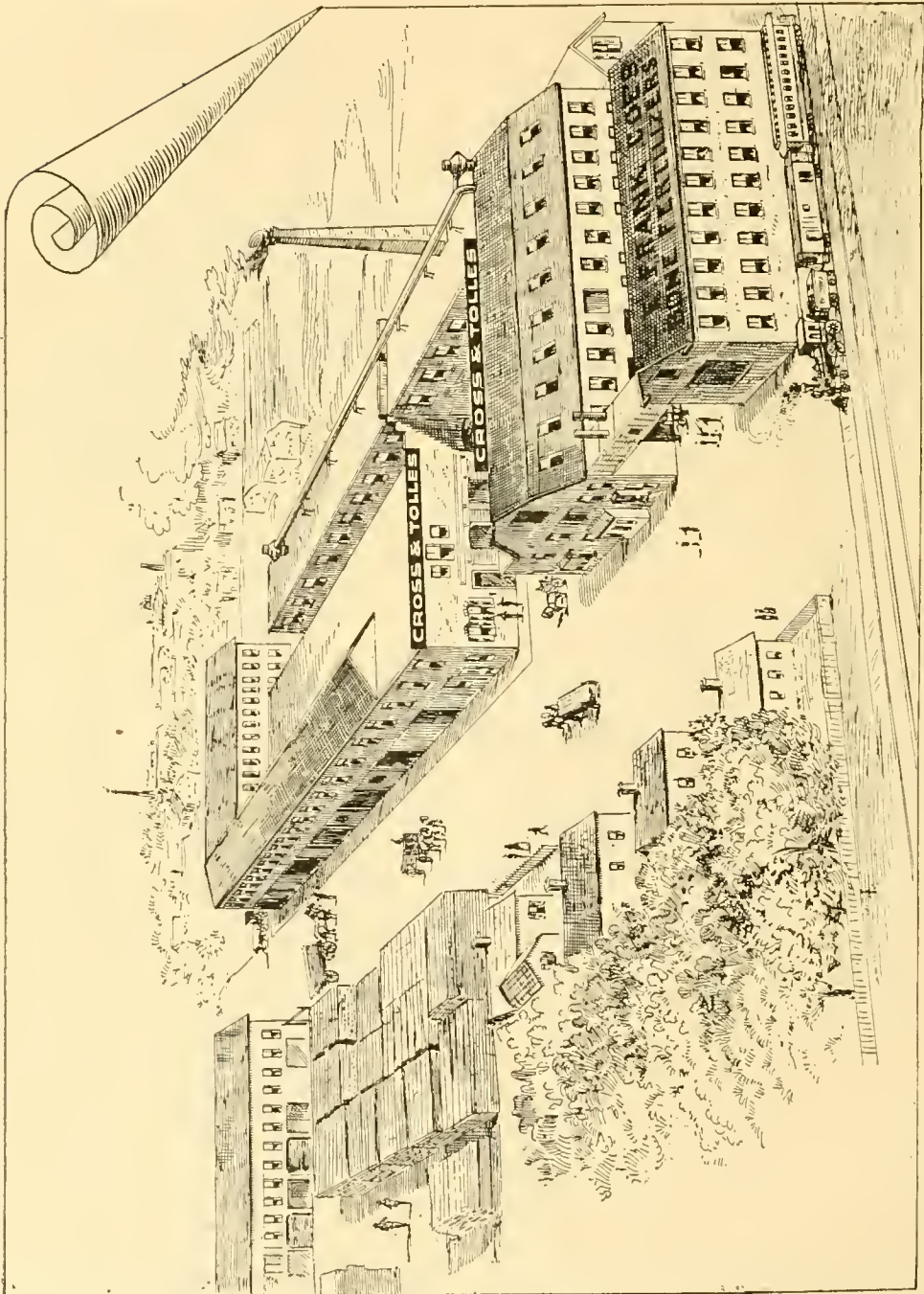
**J. M. Perry**, Upholsterer, Window Shades, Fancy Goods for Interior Decoration, No. 33 Factory St., Nashua, N. H.—Mr. J. M. Perry is a native of Keene, N. H., but has carried on business here in Nashua for many years and is thoroughly identified with the development of the city, having served in both branches of the City Council and as Representative, and always being ready to heartily support any measure which in his judgment will tend to advance the best interests of the community. He has conducted his present enterprise for just about a score of years, beginning operations in 1870 as successor to Mr. Henry Barney. Mr. Perry deals extensively in window shades, fancy goods, for interior decoration and upholstery goods in general, and is prepared to fill orders for upholstery of all descriptions at short notice and at uniformly moderate rates. His store is located at No. 33 Factory Street, and at all times contains a very carefully selected stock, in which the latest fashionable novelties are fully represented. Very beautiful and attractive effects may be attained at comparatively small expense by making judicious use of the many materials and articles now provided for interior decorative purposes, and we know of no one better prepared to render valuable assistance in this line of effort than Mr. Perry. Callers at his store are assured immediate and courteous attention and he is ready and willing to give the benefit of his long experience to those who may desire such aid.

**Geo. H. Brigham**, Dealer in Groceries, Provisions, Foreign and Domestic Fruits, and Country Produce; No. 1 Main Street, Nashua, N. H.—Prominent among the well-known establishments in the grocery, meat and provision business in Nashua, is the house of George H. Brigham, which, since its inception in 1873, has ever maintained a high reputation for integrity and honorable business dealings. The premises utilized for the transaction of business consist of a store, 50 by 85 feet in dimensions, and is located at No. 1 Main Street, where is handled one of the most complete stocks of groceries, meats and provisions carried in Nashua. The stock also embraces choice foreign and domestic fruits, and country produce. Prompt attention is given to all orders, which are accurately filled and delivered to all parts of the city. The proprietor is a native of Nashua, and is prominently connected with the city government as a member of the common council. He is an active business man, who gives close personal attention to all branches of the business, especially to the purchasing and selection of the goods, which are guaranteed to be the best the market affords. None in this line of trade in Nashua enjoy a brighter reputation for reliability, and the success of this house is as well-merited as it is prominent.

**George Phelps & Son**, Dealers in Anthracite and Bituminous Coal, Office 232 Main Street, Nashua, N. H.—The business now carried on by Geo. Phelps & Son was founded in 1870 by Mr. George Phelps, the present firm having been formed in 1887. Prior to 1870 Mr. Phelps was in business in Worcester, Mass., both he and his son Mr. A. W. Phelps being natives of that city, and are too well known here, to need extended personal mention. Messrs. Phelps & Son have an office at No. 232 Main Street, and handle both anthracite and bituminous coal at wholesale and retail, carrying a large stock, and having bins on the Boston and Maine R. R., (Worcester & Nashua division), with storage capacity available for 1500 tons. It is hardly necessary to say that they are in a position to quote the very lowest market rates on both large and small orders, and to guarantee that the quality of the product should be up to representations in every respect. Employment is given to three assistants, and despite the large business done, all orders can, and will, be given immediate and careful attention, the system of delivery being uniformly reliable and the coal furnished being strictly first-class.

**Geo. L. Glazier**, Merchant Tailor, McQuesten's Block, No. 96 Main Street, Nashua, N. H.—An accepted and prominent authority on matters of dress has said "Material is nothing; fit is everything," and, although this, like all general statements, is not to be interpreted too literally, still the leading idea it conveys is worthy of careful attention. The richest and most tasteful material can never make a thoroughly presentable garment unless it be skilfully cut, perfectly fitted and carefully put together, while on the other hand, comparatively inferior material, if its pattern be not absolutely offensive, can be so treated as to make an effective and attractive garment. Of course, the object to be striven for is to combine good material, skilful workmanship and a perfect fit, and one of the surest methods we know of to attain this highly desirable result is to place the order with Mr. George L. Glazier, doing business at No. 96 Main Street, McQuesten's block. This gentleman is a native of Vermont, and has carried on his present establishment since 1883, during which time he has built up a well-deserved reputation for producing thoroughly artistic and well-made clothing at moderate rates. He carries a large and carefully chosen assortment of fine imported and domestic fabrics for gentlemen's wear, and not only has the latest novelties, but also a full selection of staple goods in stock; thus enabling him to suit all varieties of taste, and to make garments suitable for all occasions at short notice. Employment is given to from twelve to fifteen competent assistants, and every order is assured immediate and painstaking attention, entire satisfaction being guaranteed, both as regards the quality of the work and the prices quoted on the same.

**Johnson County Bank**; Eastern Office, Opposite City Hall, Nashua, N. H.; Western Office, Olathe, Kansas; Interest Bearing Securities, Bonds and Mortgages for Sale; Geo. B. Lord, President; James R. Swallow, Agent; Postoffice Box, 937; Nashua, N. H.—The pioneer in any field of enterprise deserves and should receive respectful consideration, that is to say, when the undertaking, with which he is identified, has solid merit, and, therefore, it is but just that we should make very prominent and favorable mention of Mr. James R. Swallow in this review of the leading business men of Nashua, for he was the first one to open an office in town and advertise western farm loans, and his superior facilities enabled him to establish this line of business on so firm and reliable a footing that it has developed rapidly and constantly. Mr. Swallow is a native of Nashua, and was very generally known in this vicinity even before he became identified with his present business in 1884. He acts as agent for the Johnson County Bank, which has a paid-up capital of \$50,000, and is very extensively engaged in the handling of interest bearing securities. The western office is in Olathe, Kansas, the eastern office being located in this city, opposite the city hall. Western farm loans, drawing seven per cent. interest, secured by mortgage on first-class real-estate in Johnson County, Kansas, and guaranteed, are constantly on hand; and Mr. Swallow is also prepared to issue certificates of deposit in the Johnson County Bank, drawing seven per cent. interest, payable semi-annually. Should the interest not be collected when due, it will be credited to the principal, and draw interest same as the original amount. To the best of our knowledge, Mr. Swallow is the only one in this vicinity taking money on deposit for a western bank. All money, interest and principal, is payable at his office without expense to investors. Exchanges will be drawn on all foreign points, absolute safety and satisfaction being guaranteed. Mr. Swallow is widely known and highly esteemed in business circles, and can give unexceptional references if desired. Office hours are from 9 to 12 a. m. and 2 to 4 p. m., excepting Saturday afternoons, and communications addressed to No. 113 Main Street will receive immediate and painstaking attention.

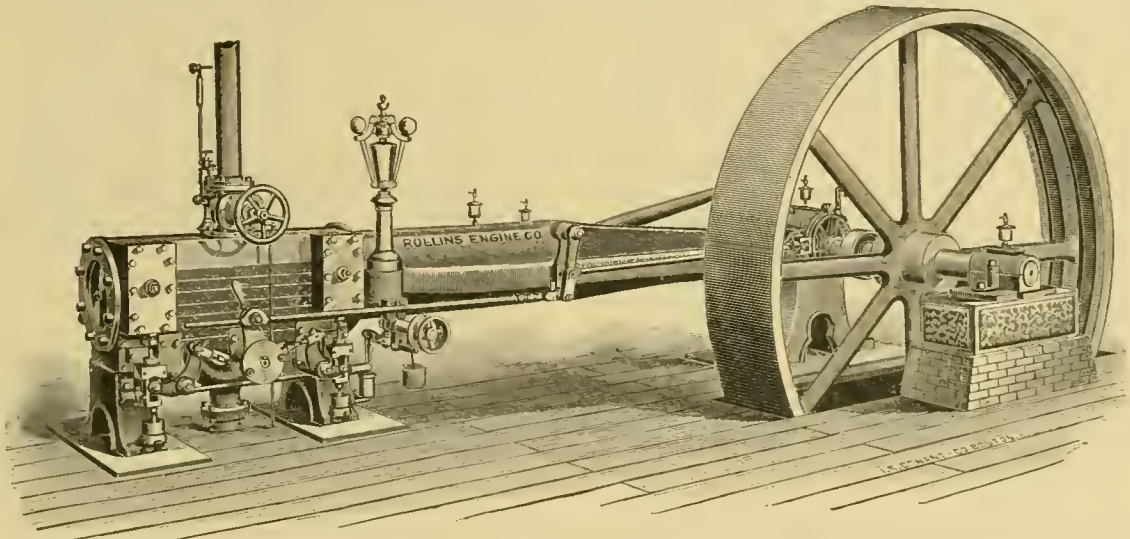


**Cross & Tolles, Wholesale and Retail dealers in Lumber, etc., Nashua, N. H.**—There is an immense amount of lumber and house finish sold in Nashua every year, this city being the purchasing centre for miles around, and what may justly be called a leading and representative concern in the full sense of the term, among those engaged in this line of business, is that of Cross & Tolles, carrying on operations on Quiney Street, near the W. & N. R. R. Station. The enterprise conducted by this firm was inaugurated a long time ago, the senior partner having been identified with it for more than a quarter of

a century, for some ten years of which time he was a member of the firm of Sargent & Cross, the present style having been adopted more than 17 years ago. Mr. John Cross is a native of Hudson, N. H., and was at one time connected with the Nashua board of aldermen; while Mr. James H. Tolles was born in this city and has held the position of mayor for three terms. Both gentlemen are widely and favorably known in business circles throughout this section, and their enterprise is steadily developing under the careful and liberal management it receives. A wholesale and retail business is done, and the manu-

facture of mouldings, brackets, window and door frames, and house finish of every description is extensively carried on; spacious premises being utilized and a very complete plant of improved machinery employed; so that with the aid of from 50 to 60 experienced assistants, the heaviest orders can be filled at short notice. Particular attention is paid to the production of hard wood floorings, the stock being thoroughly kiln-dried and worked in the best manner; and custom dressing of all kinds including scroll and

jig sawing, planing, turning, matching, etc., will be done at short notice and at uniformly moderate rates. A specialty is made of packing boxes, these being furnished in any desired sizes at low prices; and every facility is at hand for the doing of pattern work and general jobbing in a superior manner and without undue delay. This firm also have the agency of E. Frank Coe's Bone Fertilizer, which has been in use for 33 years, and without doubt the best Fertilizer to be found in the market to-day.



**The Rollins Engine Co., Nashua, N. H.**—The average steam-user does not have any time to investigate ingenious scientific theories concerning the most perfect method of utilizing the expansive power of gases, nor is he especially interested in learning the precise percentage of heat utilized by any given type of steam plant; for he knows that practice and theory are often widely divergent and he also knows that steam machinery which will make an enviable record when tested under picked conditions and manipulated by experts, may utterly fail in comparison with much less pretentious apparatus when it comes to be put to every-day use, year in and year out. Therefore in calling attention to the productions of the Rollins Engine Company, we do not propose to bore our readers with long lists of figures which may mean much or little, according to how they are interpreted, but we will simply refer to the record these engines have made during the nearly 40 years they have been put upon the market. Of course the engine made by the present company is radically different from that made by Messrs. Rollins, Gilman & Co., in 1853, but it was fully equal to the best in its day as is its successor at the present time. The Rollins Engines are made in a variety of styles and sizes, and they are made to do the work required of them without any fuss, without constant expert attention and with comparatively little wear and tear. They are constructed by skilled workmen, aided by the most improved machinery, from carefully selected material, and are durable, smooth-running and efficient even under unfavorable conditions. The works utilized by the company cover about half an acre of ground and the facilities available are sufficiently extensive to admit of the filling of all orders at comparatively short notice. The proprietor, Mr. George A. Rollins, is a native of Dedham, N. H., and is one of the best-known engine builders in the country, his productions having gone into general use among all classes of manufacturers. He has a high reputation to maintain, and may be depended upon to keep the Rollins Engine in its accustomed position,—at the head of the list.

**Rufus Fitzgerald, Manufacturer of Stretched Leather Belting, Railroad Bell-Cord, Loom Strapping, Sewing Machine Belting, etc.;** Also, Best Quality of Belt and Lace Leather, Belt Hooks, Belt Rivets, etc.; Phillips' Block, Corner Main and Park Streets, 1st Door North of Postoffice, Up Stairs, No. 8, Nashua, N. H.—Mr. Rufus Fitzgerald has been identified with the manufacture and sale of leather belting, etc., for about thirty years, and has carried on operations at his present location since 1871. He is a native of Littleton, N. H., and is so generally and favorably known in mercantile circles as to render extended personal mention entirely unnecessary. His store is located in Phillips' block, corner Main and Park Streets, 1st door north of postoffice, up stairs, No. 8, and constantly contains a complete stock, comprising stretched leather belting, railroad bell-cord, loom strapping, sewing machine belting, etc., together with the best quality of belt and lace leather, belt hooks, belt rivets, etc., all these articles being guaranteed to prove just as represented, and being supplied in quantities to suit at short notice and at the very lowest market rates. Repairing of all kinds is given immediate and painstaking attention, the work being neatly and durably done at uniformly moderate prices. Mr. Fitzgerald is the inventor and patentee of "Fitzgerald's Fisherman's Ice Auger," which is one of those simple yet efficient contrivances which commend themselves to practical men at first sight, and which are labor-saving devices in the full sense of the term. This auger will cut a six-inch hole; go through thirty-two inches of ice, and cut the last foot as easily and quickly as the first. It will penetrate a foot of ice in a minute, and turns so easily that a twelve year old boy can use it. It removes a core of ice within the auger, leaving no chips to interfere with the line. Those who soaked themselves with perspiration, with the thermometer at zero when pounding away with the ordinary ice chisel, will appreciate this little instrument, and experienced fishermen will buy it if it takes their bottom dollar. The auger is very strongly made, cannot get out of order, and is retailed at \$6.00, a liberal

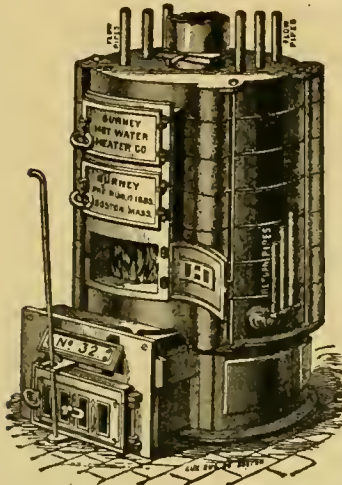
discount being made to the trade. It is a genuine novelty, and is bound to have an immense sale wherever introduced. Mr. Fitzgerald also manufactures, on a small scale, the most durable and finest "Split Bamboo Fly Rods" to be found in the United States, expert fishermen preferring them to any they have ever tried.

**H. F. Dane**, Auctioneer and Commission Merchant, Railroad Square, Nashua, N. H.—Close application, energy and intelligence will go far towards commanding success in any line of business, but in some of them nothing can take the place of natural ability, and this is pre-eminently the case with auctioneering, for it is unquestionably a fact that the really first-class auctioneer is born and not made. Mr. H. F. Dane comes honestly by his auctioneering talent, for his father, Mr. Herman Dane, was for years the most successful auctioneer in southern New Hampshire, attending more auctions and selling more goods than any other man in that section of the state. He was a native of New Boston, and began operations in 1853, taking his son into partnership in 1864, so that Mr. H. F. Dane has had more than a quarter-century's experience in his present line of business. He was born in Hudson, N. H., and is probably at least as well known a business man as can be found in Nashua, not only by reason of his activity and success as an auctioneer, but also on account of his prominence as an Odd Fellow and a Free Mason. He has been Past Master of Ancient York Lodge of Masons, and last year held the position of Grand Master of Independent Order of Odd Fellows; at present being Grand Representative to Sovereign Grand Lodge. Mr. Dane's place of business is in Railroad Square, where he utilizes two floors, each being 22 x 60 feet in dimensions. These premises are always well occupied by a miscellaneous assortment of property, comprising household goods of all kinds, besides many other commodities, for Mr. Dane does a very extensive auction and commission business, and finds constant and eager demand for his services. His sales are always well-attended, and both buyers and sellers will best serve their own interests by taking advantage of the facilities he offers.

**H. S. Norwell**, Dealer in Dry Goods, No. 79 Main Street, Goodrich Block, Nashua, N. H.—There are very few business men who have a longer and more varied experience in the handling of dry and fancy goods than has Mr. H. S. Norwell; and even among those who have devoted more years to the business than he, it is to be doubted if one can be found who understands it more thoroughly in every detail. Mr. Norwell was born in Scotland, and began operations in Nashua in 1861, the enterprise being continued by Messrs. Taylor & Norwell in 1865. In 1867, Mr. Norwell sold out and went West, returning in 1878, and establishing himself in his present location. This is in Goodrich block, No. 79 Main Street, the premises utilized comprising one floor and a basement, and having an area of four thousand square feet altogether. Mr. Norwell carries a very heavy and varied stock, doing both a wholesale and retail business, and handling foreign and domestic dry and fancy goods, notions, cloaks, gloves, hosiery and many other articles far too numerous to mention. His experience enables him to cater very successfully to the public taste, and the residents of this vicinity have long since learned that his store is the place to visit when anything in the line of dry and fancy goods is wanted; not only because the leading fashionable novelties are fully represented, as well as complete lines of staple goods, but also because the rule "one price only and that the lowest" is rigidly adhered to, the result being that the most inexpert buyers may trade here in the full assurance of getting their money's worth, while the most experienced purchasers cannot possibly do better elsewhere. There are twenty-one assistants employed, and prompt and courteous attention is assured to every caller.

**Mrs. Emma Manning Huntley**, Public Reader; Teacher of Elocution and Physical Culture; Merchants' Exchange, Nashua, N. H.—Reading aloud has long been shamefully neglected in our public and private schools, and it is only of late years that the attention of the people has been directed to the deficiency of our educational system in this respect. Not one person in twenty, even among the more cultivated class, can read aloud acceptably, and a striking proof of this may be had by attending one of the "Author's Readings," which have lately come into vogue, for, although each author reads from his own works, and hence must know precisely what ideas the writer intended to convey in the vast majority of cases, the subject matter is made obscure rather than simplified by its delivery. Leaving reading out of the question altogether, how many people know even how to talk? Very few. We mis-pronounce our words, do not half articulate them, mistake violence for emphasis, speak in unmusical tones, utterly fail to properly control our breathing, and, in short, make distressing and uncomfortable work out of what distinguishes men from beasts, and should be the highest of our pleasures—the power of speech. A well-modulated and perfectly controlled voice is one of the most attractive attributes which any person can have, and despite its present rarity, it is within the reach of all who desire it and will work to attain it. Elocution has suffered much from the incompetence of some who have essayed to teach it, but its merits are too evident to long remain obscured, and the art is now rapidly assuming the position to which its importance entitles it. Nashua has an earnest, well-equipped and most successful teacher of elocution in the person of Mrs. Emma Manning Huntley, who fills engagements as a public reader, and gives instruction in elocution and physical culture to individuals and to classes. Mrs. Huntley is prepared to make engagements with schools desiring the services of a visiting teacher, and her terms are so reasonable that there is no educational institution that need be debarred from profiting by her abilities. Her rooms are located in the Merchants' Exchange, and we would most earnestly advise all interested to call and obtain such further information as may be desired, as it will be cheerfully given on application.

**A. P. Keyes**, Teaming, and Dealer in Wood of all Kinds, Long or Sawed and Split, Delivered to any part of the City; Office and Yard, 20 Mason Street, Nashua, N. H.—It would surprise many of our readers to learn how large a quantity of wood is consumed in Nashua and vicinity every year, for, although coal is, of course, the great staple as fuel, still there is an enormous amount of wood burned, aside from that used merely for kindling purposes. Mr. A. P. Keyes is in a position to speak with authority on this subject, for he deals very extensively in wood of all kinds, and, indeed, distributes a large proportion of the total amount called for by local consumers. He is prepared to furnish it long or sawed and split, and to deliver it to any part of the city at short notice. His office and yard are located at No. 20 Mason Street, and the storage capacity available is sufficiently extensive to admit of the carrying of a very heavy and complete stock. The office has telephone connection, and orders received thus, or left at Mr. A. E. Gay's, No. 62 Main Street, near the bridge, are assured immediate and careful attention, employment being given to three assistants, and every facility being at hand to ensure satisfactory service. Mr. Keyes is a native of Hancock, N. H., and succeeded Mr. Geo. E. Heath in the ownership of this business in 1886. In addition to handling wood of all kinds, a very extensive teaming business is also done, Mr. Keyes keeping eight yoke of cattle, and eighteen horses and twenty-five men constantly employed, charges being uniformly moderate, and the service prompt and trustworthy.



**Frank O. Ray,** (Successor to S. S. Jackman & Co.) Engineer and Contractor, for High and Low Pressure Steam and Hot Water Heating; Also Manufacturer of and Dealer in Gas Fixtures, Steam, Gas and Water Pipes, etc., No. 85 West Pearl Street, Nashua, N. H.—Heating a house by means of stoves nowadays is a good deal like lighting it by means of candles—it can be done, after a fashion, but the results are sure to be unsatisfactory, and the cost is excessive. Steam or hot water

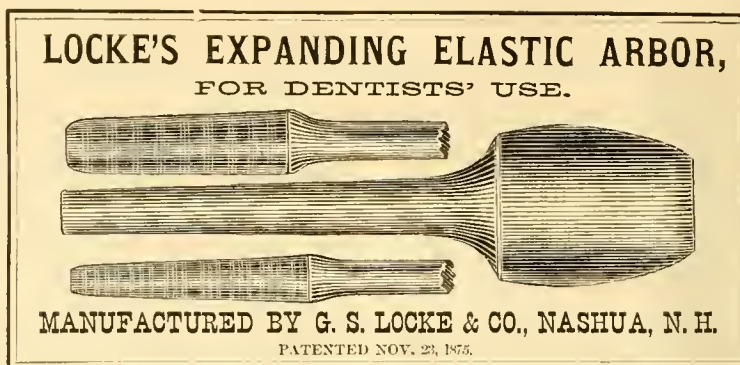
heating is the cheapest, as it is by far the most efficient means which can be employed, and the question as to which of these methods is the better adapted to any particular case, can safely be left to an expert who is thoroughly conversant with the peculiar characteristics of both systems, and is equally well-prepared to furnish and put in operation one or the other. Such a man is Mr. Frank O. Ray, doing business at No. 85 West Pearl Street, and we have no hesitation in unreservedly recommending him to our readers, and to the public in general. Mr. Ray is a native of Medford, Mass., and has had long and varied experience as an engineer and contractor for high and low pressure steam and hot water heating. He is also agent for the "Gurney" hot water heater. The business now conducted by him was founded in 1863 by Mr. S. S. Jackman, and came under the control of Messrs. S. S. Jackman & Co. in 1877, the present proprietor succeeding this firm in 1889. He gives especial attention to house heating, and is prepared to give unexceptionable references if desired. From twelve to fifteen expert workmen are employed at all times, and the most extensive orders can be filled at short notice, while the smallest commissions are also assured immediate and painstaking attention. Mr. Ray is a manufacturer of and dealer in gas fixtures, steam, gas and water pipes of all kinds, and is prepared to furnish brass and iron, steam and water fittings, plumbers' stock, rubber hose, pumps of every description, etc., in any desired quantity, and at the lowest market rates. Steam and gas fitting and plumbing will be executed in a thoroughly workmanlike manner, and all work is fully warranted, so that complete satisfaction is assured. The healthfulness and comfort of our homes depend mainly upon the heating, lighting and plumbing arrangements, and too much care cannot be exercised in placing orders for anything pertaining to them.

**W. B. Chase,** Dealer in Groceries and Provisions, Teas, Coffees and Spices, Nos. 4 and 6 Bridge Street, Nashua, N. H.—Such of our readers as are seeking for an establishment where there may always be found a large and complete stock of groceries and provisions; where the service is prompt and courteous, the goods reliable and the prices low, may very profitably visit the store conducted by Mr. W. B. Chase, at Nos. 4 and 6 Bridge Street, for here is just the combination they are looking for. Doubtless many who will read these lines will not need to be told of the fact stated, for Mr. Chase's establishment is already well and favorably known throughout this vicinity, and the extent to which it is patronized, affords the best possible proof that the inducements offered are appreciated. The proprietor is a native of this city, and at present occupies the position

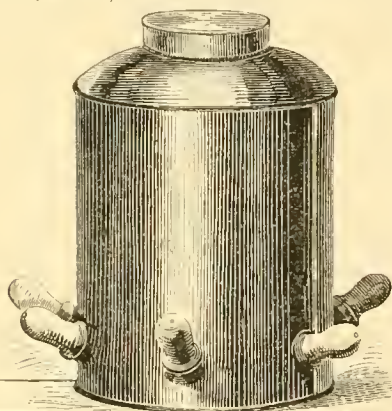
of Overseer of the Poor. He has been identified with his present enterprise since 1874, and its development since that date has been steady and pronounced. Very spacious premises are utilized, there being some two thousand feet of floor-space, exclusive of a commodious store-house, and the stock carried is in accord with its surroundings, being exceptionally large, and so carefully selected as to enable all tastes and means to be suited. Choice staple and fancy groceries, canned goods, table condiments, pure teas, coffees and spices are all well represented; while the assortment of fresh, salted and smoked meats, and provisions in general, is just what one would naturally expect to find in a store of this high standing. Employment is given to seven assistants, and the promptness and accuracy displayed in the filling of orders might be profitably imitated at many a much less extensively patronized establishment. Mr. Chase is in a position to quote bottom prices, and all dealing with him are positively assured of getting full value for money expended.

**P. A. Kendall,** Manufacturer of and Dealer in all kinds of Saws, No. 20 Railroad Square, Nashua, N. H.—Scientists tell us that every description of edge-tool, from an axe to a razor, is, in reality, a saw,—or in other words, that the cutting qualities of the tool are directly dependent upon the shape and the keenness of the teeth of which the edge is composed; and this information brings home to us more forcibly than ever the wonderful efficiency of the regular saw as a working instrument. In buying a saw of any kind it should never be forgotten that "the best is the cheapest," and, in this connection, it seems to us perfectly natural to call attention to the goods manufactured and sold by Mr. P. A. Kendall, for this gentleman is a manufacturer of and dealer in saws of all kinds, and his productions have a most enviable and unsurpassed reputation for efficiency and durability. He was born in Londonderry, N. H., and in 1885 succeeded Mr. L. D. Boynton, who had begun operations in 1882. Spacious and well-equipped premises are occupied at No. 20 Railroad Square, and the available facilities are such that all orders can be filled at short notice and at moderate rates. Particular attention is given to the repairing of all kinds of saws, entire satisfaction being confidently guaranteed; and swages, side files, etc., are dealt in. In so extensive a manufacturing centre as Nashua, there is of course, great demand for such a service as Mr. Kendall renders, and, as his methods are reliable and his prices low, it is not surprising that his business should be steadily increasing.

**"Lowe's Cheap Store,"** Alonzo S. Lowe, Proprietor, Millinery and Fancy Goods, 17 Factory Street, Nashua, N. H.—"All is not gold that glitters" according to the proverb, and no doubt there is not one of our readers but what has learned from sad experience that all is not "cheap" that is claimed to be so. Indeed, the word "cheap" has a very elastic meaning and it may be so used as to convey precisely opposite ideas at different times but take it in the sense of "below the regular rates," or synonymous with the word "bargains" and it applies very forcibly to the establishment conducted by Mr. Alonzo S. Lowe, at No. 17 Factory Street, for "Lowe's Cheap Store" might have its title changed to "Lowe's Bargain Store" without causing any false inferences to be made, for this is a "bargain store" and no mistake, the proprietor being a very careful and close buyer and giving his customers a generous share of the benefits thus derived. Mr. Lowe deals in Millinery and Fancy Goods of all kinds, and offers such inducements that it is perfectly natural his trade should be rapidly and steadily increasing. His assortment always includes the very latest fashionable novelties, and those who wish such articles but do not care to pay fancy prices should most certainly give him an early call. Prompt and polite service is the rule to all.

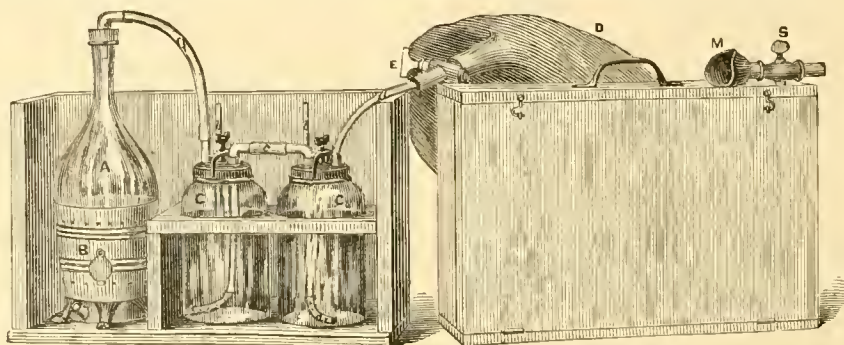


**L. F. Locke**, Surgeon, Physician and Dentist, Main Street, Nashua, N. H.—The city of Nashua is to be congratulated upon having in their midst such an enterprising and liberal a citizen, of such ingenious and fertile a brain, as has been developed in the case of Dr. L. F. Locke, A. M., M. D., fellow of the American Scientific



Association; also member of several medical societies. At the rooms of this popular physician, surgeon and dentist on Main Street, can be seen several practical specimens of his inventive genius. Pre-eminent among the number is his Expanding Elastic Arbor, which entirely supersedes the file and scraper, and completely

single set of teeth. The arbor is of six and eight different sizes, easily fitted to any lathe. So popular has this arbor become with the profession that it finds a ready sale at all the dental depots of the country. A price list of the different sizes and portions of sets will be sent on application and all orders accompanied with the amount of price will be promptly filled. Another useful device is a splint for use in the case of fractured jaw, which is the result of taking a wax impression of the injured section and making a form which holds the jaw in position without inconvenience to the patient. To Dr. Locke's credit may also be charged the invention and introduction of an extremely conveniently as well as valuable adjunct to the farmer's success in the shape of an artificial nurse or foster mother for young pigs, lambs, calves, etc. An affective means of saving the young pigs is illustrated on this page, which is a very simple affair, consisting of a tin pail having several small spouts near the bottom and upon each spout an india rubber nipple. It is equally servicable in the rearing of young dogs, lambs or even young calves under like circumstances. Dr. Locke is also the inventor of a specially convenient portable generator of laughing gas (as it is called), which young dentists will find a valuable aid to them in the practice of their profession, a cut of which is also displayed herewith. Being a finished and thoroughly educated physician and surgeon as well as dentist his valuable time is completely occupied. He is ready to receive propositions from parties with capital desirous of availing themselves of the opportunity here presenting itself for introducing and placing his inventions with the trade or customers. All communica-



obviates the annoyance of soiled or sore fingers in the roughing down, smoothing up and polishing of rubber and celluloid work. Its simplicity of construction is a salient feature. So great is the improvement of this instrument over the usual process that when the nominal cost of a complete set of eight different sizes, only \$2.00, is considered, no dentist can consistently be without its convenient assistance, even for the construction of a

tions should be addressed to G. S. Locke & Co., P. O. Box 494, Nashua, New Hampshire. To Dr. Locke the city of Nashua is largely indebted for a number of progressive improvements which have done much toward the development of the growth of the city, such as the building of houses in various locations and disposing of land at reduced prices to manufacturers as an incentive to these locating in Nashua, etc. The doctor, during the late Civil

War, after offering his valuable services, was appointed by the State Board as an examiner of state troops, and to him is credited the first correct and authentic report of the first battle of Bull Run, in addition to which he is the author of the "Roll of Honor," a complete list in book form with notes of the soldiers who went from New Hampshire into the service of their country during the Civil War.

**J. E. Kent**, Dry and Fancy Goods and Notions, No. 23 Factory Street, Nashua, N. H.—There are many establishments in this city devoted to the sale of dry and fancy goods, etc., and, considering the enviable reputation of Nashua as a purchasing centre, it is hardly necessary to add that, taken as a whole, they will compare favorably with any similar establishments in the entire state, but there are a few among them that are deserving of particularly prominent and favorable mention, and among these a leading position must be given that conducted by Mr. J. E. Kent, at No. 23 Factory Street. This business was founded a quarter of a century ago, and has been carried on in its present location almost from the very first, having been removed there in 1866. The proprietor is a native of New York State, and is extremely well-known personally throughout Nashua and vicinity, not only on account of his long and honorable business career, but also by reason of his having served in both branches of the city council. He has always made it a rule to give his business careful personal attention, and the public have long since learned that the service offered at his store may be implicitly depended upon, and that when any article is under certain representations, it will prove precisely as represented in every respect. It would be strange if Mr. Kent were not prepared to meet all honorable competition, and it is generally understood that dry and fancy goods and notions of all kinds, including the latest fashionable novelties, may always be obtained from him at the lowest market rates. The stock is always complete and attractive, and prompt and polite service is assured to callers.

**H. M. Willoby**, Livery, Boarding and Baiting Stable; Job Team in Connection; Particular Attention Paid to Boarders; No. 19 Railroad Square, Nashua, N. H.—There is an old saying to the effect that by the time a man has become forty years of age, he is either a fool or else his own physician. Like all general statements, this is only to be accepted with many exceptions, but still it is unquestionably true that at the age mentioned a man ought to know pretty well what agrees with him, and ought to have sense enough to act accordingly. One of the first things to learn if you wish to preserve your health is to leave drugs alone as much as possible. If you feel heavy and "out of sorts," don't go to a drug store, but visit a well-appointed livery stable, get a good team, and, after securing a congenial companion, take a drive into the country. The chances are that you will return feeling "as good as new," and, if even the improvement be small, by repeating the prescription, you will soon come around all right. At all events, you will get a good deal of enjoyment and no harm by the operation, and that is more than can be said of prescriptions which it requires drugs to fill. By patronizing the stable carried on by Mr. H. M. Willoby, at No. 19 Railroad Square, you will be sure of getting good teams at moderate expense, for he has some fine horses and carriages for livery service, and his terms are always reasonable. Mr. Willoby is a native of Hollis, N. H. He is very well known throughout Nashua, and has been street commissioner. He succeeded to the proprietorship of this establishment in 1889, and now does an extensive livery, boarding and baiting business. He also runs a job team in connection with his livery trade, and pays particular attention to the care of horses boarded at his stable. Orders, whether sent by mail or messenger, are assured immediate and accurate attention.

**T. J. Dowd**, Manufacturer and Wholesaler of Fine Cigars, also Jobber in all the leading brands of Tobacco, 89 West Pearl Street, N. H.—For many years previous to coming to Nashua, Mr. Dowd had been in business in Manchester, and since coming to this city in June of 1888, he has held a prominent position among the leading tobacco and cigar dealers of the state. He is the manufacturer of some of the leading cigars in the market. He employs 15 expert union workmen that are constantly at work under the foremanship of Frank P. Fellows who has had over 21 years experience at the cigar business. Among the fine lot of cigars manufactured by this gentleman, are the Honest Ten, for a ten-cent cigar this cigar is warranted pure Havana filler with Sumatra wrapper and strictly hand made. The "S9" for a five-cent cigar, which is made of a long filler with selected Conn., wrappers and binder, it is unsurpassed by any five-cent cigar in the market. He will make private brands with your own label if desirable. He also buys medium cigars in immense quantities from New York and Pennsylvania markets and has the agency for every kind of cigarettes in the market. His retail and shipping establishment at 89 West Pearl Street, are presided over by John B. McGuire and Con Shea and here the popularity of his brands, both of imported and domestic cigars has made his retail trade a large one. All of the popular brands of tobacco cut and plug, chewing and smoking are carried in great quantities. Beside his pleasant and well regulated store, which is filled to repletion he has a large basement extending under both store and workshop in which he carries fifty or more cases of leaf tobacco, and back of the workshop has a large building used for storage and other purposes. Mr. Dowd is the largest jobber of smokers articles in the city, and is the only house wholesaling tobacco, pipes and cigarettes, his wholesale trade covering Vermont, Massachusetts and New Hampshire. He keeps two salesmen constantly traveling on the road. His long experience has taught him what the public tastes are in tobacco and cigars, also that satisfactory goods are the best form of advertising. He has disposed of 1,500,000 cigars, 5,000,000 cigarettes and 25 tons of tobacco during the last year. Personally Mr. Dowd is an affable gentleman whom it is a pleasure to meet.

**H. C. Phaneuf**, Dealer in Clothing, Furnishing Goods, Hats, Caps, Trunks, Main, corner of Factory St., Nashua, N. H.—Every man cannot be an expert in judging clothing and other commodities which he is obliged to buy from time to time, but every man can at least exercise intelligent discrimination in placing his orders with reputable and responsible dealers, and if this be done there is no fear of meeting with imposition. Nor is it necessary to pay fancy prices in order to be sure of obtaining dependable goods. Mr. H. C. Phaneuf, doing business on Main, corner of Factory Street, handles no articles that he cannot guarantee will prove as represented, and offers the latest styles in clothing, furnishings, etc., to choose from, but nevertheless he quotes bottom figures, and a complete outfit may be had of him for a comparatively small amount of money. He is a native of Canada, and has been identified with his present establishment since 1876, so that the public have had opportunity to become acquainted with his methods, and that these are popular, his large and growing business abundantly proves. The store is 20x90 feet in dimensions, and contains a large assortment of clothing furnishing goods, hats, caps, trunks, etc. Mr. Phaneuf is ticket agent for all points West and Canada, and does an extensive business in this department alone. He employs six assistants, and prompt and polite service is assured to all. Mr. Phaneuf has been connected with large clothing concern in Worcester and Manchester, enabling him to buy in large quantities and at bottom prices.

**F. M. Lund**, Dealer in Boots, Shoes and Rubbers, also Custom Boot and Shoe Manufacturing and Repairing, 79 Factory Street, Nashua, N. H.—Mr. F. M. Lund is a native of Hollis, N. H., and has carried on custom shoe manufacturing for 27 years, and for the past 15 years in Wilton, N. H. He has been so thoroughly identified with the advancement of Wilton's best interests, that he must almost be registered as a native of the town by adoption. At all events he has been collector of taxes and both in that capacity and as a private citizen has always been on the side of progress. He began business as a custom boot and shoe maker in 1868, and in 1888 opened a retail shoe store in Wilton, and continued until the spring of 1890 when he removed his business to his present location, at 79 Factory Street, Nashua. His stock embraces a fine line of boots, shoes and rubbers, competent assistants are employed, and all orders are promptly attended to, while the prices quoted are always in accordance with the lowest market rates. Mr. Lund is also prepared to undertake the manufacture of fine boots and shoes to measure, while repairing is neatly and promptly done, and prices on his goods and work will be found moderate and just in all instances.

**P. P. Killeen & Co.**, Meats and Groceries, 280 Main Street, Nashua, N. H.—The establishment conducted by Messrs. Killeen & Hanley at No. 280 Main Street, although only opened in 1889, has already become well and favorably known among the most discriminating class of purchasers, and as there is no lack of grocery and provision stores in the city, it is obvious that this enterprise must have peculiar characteristics to recommend it in order to have gained such sudden and noticeable popularity. One prominent feature of the management is the personal attention given by the proprietors to the wants of customers. Messrs. P. P. Killeen & Co., are both thoroughly familiar with the many details of the retail grocery and provision business, and they assure their patrons prompt and intelligent service by filling their orders themselves. The premises made use of have an area of 1000 square feet, and contain a complete and heavy stock, admirably adapted to the wants of city trade, and so varied as to allow all tastes and purses to be suited. The firm quote the lowest market rates on the many commodities handled, and those who want strictly reliable goods and don't care to pay fancy prices for them should by all means visit No. 280 Main Street.

**Joseph Lamarsh**, Blacksmith and Wheelwright; General Jobbing Done at Short Notice; Corner South Elm and Cedar Streets, Nashua, N. H.—There are penalties, as well as pleasures, connected with the ownership of a carriage, and one of them is that even the best-made vehicles have a way of breaking down at times, or of becoming so injured by accident or long continued use as to render repairing necessary. The old proverb tells us that "a stitch in time saves nine," and this principle holds good in the care of carriages also, for \$5.00 expended on repairs to-day may be the means of saving several times that sum a few weeks from now. Therefore, see that your vehicle is kept in good condition, and when it needs "tinkering up" a little, don't put it off, but go at once to a thoroughly competent carriagesmith, —as, for instance, Mr. Joseph Lamarsh, doing business at the corner of South Elm and Cedar Streets. He was born in Canada, but is well-known in this city, having carried on his present enterprise since 1878. Every facility is at hand for the doing of first-class work, and as employment is given to seven assistants, orders can be filled at very short notice. The business is, by no means, confined to carriage repairing, but includes blacksmithing, horse shoeing being a special feature of the business, and general jobbing. Mr. Lamarsh pays particular attention to all work entrusted to his care. His charges are uniformly moderate, and, indeed, will compare favorably with any quoted on work of equal excellence.

**A. C. Austin**, Studio; Special Attention Given to Crayon Portraits and Children's Pictures; No. 16 Factory Street, Nashua, N. H.—The chief difference between a really artistic portrait and a mechanically perfect photograph, is much the same as that between a draughtsman's "front elevation" of a house and a competent artist's perspective drawing of it,—the one gives the form and outlines correctly enough, but looks stiff and artificial; the other shows the building as it actually appears to the eye, the effects of light, shade, etc., being faithfully represented. Artistic portraits—photographic and otherwise—are none too common, for despite the remarkable progress made in photography of late years, the majority of so-called portraits are so only in name, for a genuine portrait is a "counterfeit presentment" of the individual, and not one photographer in ten is capable of producing such an article. An honorable exception must be made, however, in favor of Mr. A. C. Austin, of this city, for the portraits, both photographic and crayon, produced at the Austin Studio, No. 16 Factory Street, are worthy of unstinted praise, not only on account of their mechanical excellence, but also because of the careful management of accessories which they display, graceful posing and artistic lighting being characteristics of all of them, while as regards fineness of finish they have no superiors and but few equals. This is high praise no doubt, but it is warranted by the facts, and will be cheerfully endorsed by all competent judges who have examined the portraits in question. Mr. Austin is a native of California, has carried on his present studio since 1885, and has recently established a branch studio in Bellows Falls, Vt. He gives special attention to crayon portraits and to pictures of children, as also framing, which is a part of his business, and is very reasonable in his prices, while the employment of five assistants enables all orders to be filled at short notice.

**Keely & Field**, Livery, Hack and Undertaking; Connected by Telephone; Rear of McQuesten's Block, Main Street, Nashua, N. H.—The gentlemen, whose card we print above, are, doubtless, well-known to a large portion of our readers, as they make a specialty of hacking and undertaking, and have a good variety of open and closed carriages, and also keep a full supply of funeral goods constantly on hand. The duties of an undertaker are difficult and irksome at the best, and the citizens of Nashua have reasons to congratulate themselves on the high average character and merit of the gentlemen carrying on this pursuit in this city. When the standard of excellence is so high, perhaps it is not just the proper course to make comparisons, and, indeed, we have no intentions of doing so, but for all that we cannot forbear calling attention to the establishment conducted by Messrs. Keely & Field, on Main Street, rear of McQuesten's block, for this is one of the best-appointed and best-managed in the city, and fully deserves the general appreciation it has met with. These gentlemen established the hack and livery business in 1889, and the following year the undertaking business was added, and they at once showed their fitness for the task they had chosen. Twelve horses are kept for the several uses of their business. Messrs. Keely & Field carry on all branches of undertaking, such as funeral directing, furnishing and embalming, and everything pertaining to the management of funerals. Three polite and efficient assistants are employed, and in addition to the branches of business already alluded to, they deal in coffins, caskets, and grave clothes of all kinds. All orders are promptly answered, and telephone connection may be had with their establishment. All the many details, incidental to the carrying on of an establishment of this nature, are attended to without fail, while the charges made will be found moderate in every particular. Both Messrs. Keely & Field are well-known throughout this community. Mr. Keely is a director and treasurer of the Nashua Co-operative Foundry.

**Miss H. Cusson & Co.**, Fashionable Millinery and Fancy Goods, a full line of Infants' Wear, corner Main and Factory Streets, No. 5, Factory Street, Nashua, N. H.—As there is no portion of the costume more conspicuous, so there is none that exerts a greater influence over the entire appearance than does the hat or bonnet which may be worn, and every lady should use care in selecting this part of her apparel, for in no other, is a proper individuality more pleasing and effective. In order to learn what is best suited to one's personal needs there is no other way equal to visiting an establishment where a complete variety of the latest fashionable productions in the millinery line are kept in stock, and there inspecting the different shapes and combinations. It is important of course to know that the styles on exhibition are such as are worn in the best society, and the only way to make "assurance double sure" on this point is to patronize a house of leading reputation, and there is no similar establishment of which this may be more truly said than that conducted by Miss H. Cusson & Co. The individual members of this firm are Miss H. Cusson, a native of Troy, N. Y., and Miss Anna Phau-euf of Canada. They established their business in 1885 at Biddeford, Me., and since 1886 have been located in Nashua, at the corner of Main and Factory Streets. This firm is now held in the highest estimation by the ladies of this city, for they have found that the goods supplied are reliable and first-class, while the prices are uniformly reasonable. Both trimmed and untrimmed hats and bonnets are handled, and custom work is done at short notice in the most tasteful and artistic manner. A full line of infants' wear and fancy goods is carried, and no greater inducements are attainable elsewhere than are offered here in this special department.

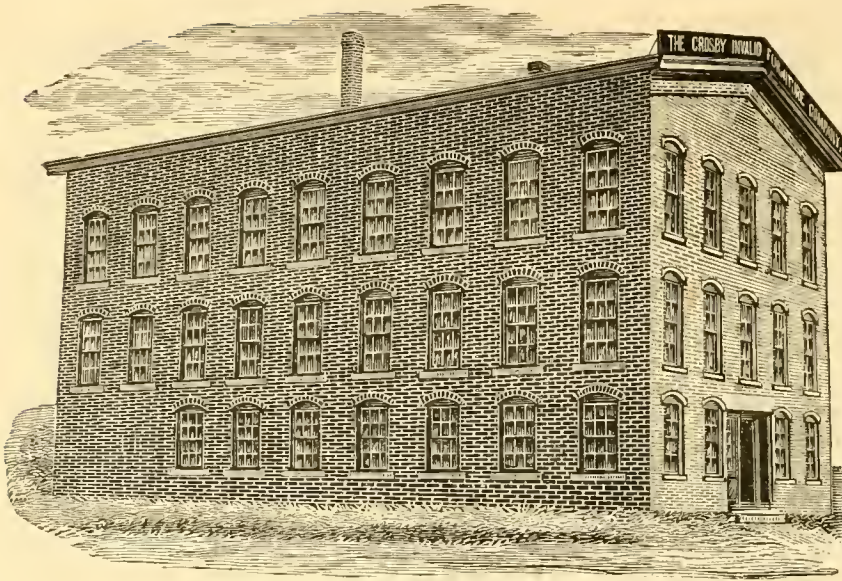
**J. D. Bickford & Co.**, Dealers in Paints, Oils, Wall-Papers, also House, Sign and Ornamental Painters and Paper-Hangers, No. 9 Lowell Street, Nashua, N. H.—Everybody knows how much well-painted houses and signs add to the appearance of any city or town, and it is a safe rule to judge of the prosperity and intelligence of a community by the degree of care exercised in keeping its buildings up to the standard. Intelligent people know that paint is at least as useful as it is ornamental, especially in our New England climate, and that the surest way to keep a house in sound condition is to see that its woodwork is well protected by paint at all times. In this connection, we may fittingly call attention to the facilities possessed by Messrs. J. D. Bickford & Co., for the execution of all orders for house, sign and ornamental painting of all kinds, also paper hanging, for such work is done the most cheaply, where it is done the most skillfully, and the results attained by Messrs. Bickford & Co., will bear the closest examination, and the most severe comparison with the work of any competent painter, for they use good stock, spare no pains to apply it to the best advantage, and make no exorbitant charges, their terms being as low as is consistent with the methods employed. The premises utilized are located on Lowell Street, and contain a large and varied stock of paints, oils and wall papers. This firm are also agents for Longman & Martinez Pure Prepared Paints. Orders will be filled at short notice, and we have no hesitation in assuring complete satisfaction to all who may avail themselves of their services, both as regards the quality of the work, and the cost and quality of the goods dealt in.

**J. W. Clark**, Dealer in West India Goods and Groceries of a Superior Quality; Choice Brands of Tobaccos and Cigars, No. 235 Main Street, Spaulding's Block, Nashua, N. H.—An old-established and very widely known grocery business is that carried on by Mr. J. W. Clark, at No. 235 Main Street, Spaulding's block, it having been founded many years ago, and passing under the control of the present proprietor in 1877. Mr. Clark is

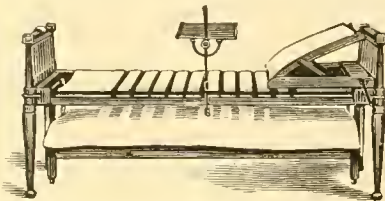
a native of Auburn, N. H., and has a large circle of friends in Nashua and vicinity, his straightforward and energetic business methods commending him to all who appreciate an honorable and legitimate policy. He deals in West India goods and groceries of a superior quality, making no sensational announcements and no absurd claims, but striving to give every customer, large or small, full value for money received. Mr. Clark enjoys very favorable relations with producers and wholesalers, and is in a position to quote as low rates as any dealer in strictly dependable goods, while the magnitude and variety of his stock enable him to fill orders without delay, and to suit the most diverse tastes. The store is 20 x 75 feet in dimensions, and is very conveniently fitted up. Choice brands of tobaccos and cigars are on hand at all times, while the assortment of pure teas and coffees is not surpassed in this city; and a full line of superior canned goods is constantly carried. Employment is given two efficient assistants, and uniform courtesy is assured to every caller.

**John Osborn**, Manufacturer of and Dealer in French and American Confectionery; Also, Dealer in Foreign and Domestic Cigars, Fancy Goods and Toys, No. 11 Factory Street, Nashua, N. H.—One of the oldest established enterprises of the kind in this section of the state is that conducted by Mr. John Osborn, at No. 11 Factory Street, it having been inaugurated in 1854, and successfully continued ever since. Mr. Osborn was born in Quincy, Mass., but has become thoroughly identified with Nashua's interests, and is almost universally known here, both in social and in business circles, having served as Councilman and also as Alderman. He is a manufacturer of and dealer in French and American confectionery, utilizing premises measuring 20 x 60 feet, exclusive of a spacious store-room, and being prepared to fill either large or small orders at short notice, for both a wholesale and retail business is done, and pure confectionery can be furnished in quantities to suit at the lowest market rates. Mr. Osborn also deals in foreign and domestic cigars, fancy goods and toys, and offers an assortment which will well repay careful inspection, for it has been very skilfully selected, and is sufficiently varied to admit of all tastes and all purses being suited. Some of the latest novelties in fancy goods are represented, and smokers will find that the cigars are not only excellent in flavor, but remarkably low in price.

**Mrs. A. J. Gustin**, Restaurant, No. 243 Main Street, Nashua, N. H.—We do not know why such should be the case, but it is an undeniable fact that a really desirable restaurant is the hardest establishment of all to find in our cities. This statement does not apply to Nashua alone, it is equally true of every community of any size, and Boston and New York are prominent cases in point. Not but what there are restaurants enough,—in some cities the field is absurdly crowded, and it is in just such places that the scarcity referred to is most noticeable. A really desirable restaurant is where the bill of fare is varied, the food is of good quality and is excellently cooked; where the service is reasonably prompt and the prices are within the means of others besides millionaires. How many such establishments can Nashua show? Very few; and one of the best of them is that conducted by Mrs. A. J. Gustin, at No. 243 Main Street. This lady is a native of South Troy, Vt., and has been identified with her present enterprise only since 1889, but she has already greatly added to its popularity, and is evidently destined to build up a very extensive trade if present methods are continued. The restaurant is intended for the accommodation of the people, and the service offered is arranged accordingly, the tables being supplied with an abundant variety of seasonable and well-cooked food, and patrons having their orders filled with very little delay. Seventy-six guests can be seated at one time, and sufficient assistance is employed to ensure satisfactory results.



**The Crosby Invalid Furniture Co.,** Manufacturers of the Crosby Invalid Bed; H. H. Reed, President; G. W. Whittemore, Manager and Treasurer; Nos. 46 and 48 Lowell Street, Nashua, N. H.—Those who appreciate how much the speedy recovery of a patient depends upon keeping him as comfortable as possible in mind and body, do not need to be told of the advantages of a bed which is so constructed as to allow the body of the occupant to be quickly and easily supported at any desired angle, and the bed clothing to be changed or made up without any disturbance or necessity of unusual exertion on the part of either the patient or the attendants; while the supports may be so adjusted as to admit of reading or even writing, and the irksomeness and bad effects of a long-continued prostrate position may thus be entirely avoided. Such a bed is valuable in all illnesses, but particularly in cases of fracture or dislocation,



tion, and the reader, who has followed us so far, will not be surprised to learn that the one we have in mind is the invention of a successful practising physician, Dr. Josiah Crosby, for none but one practically acquainted with all the facts to be considered in the designing of a thoroughly satisfactory invalid bed, could have devised one so perfect as the article in question. Invalid beds and invalid furniture in general are quite common in the market, but the great majority of them are too complicated to be successfully used by unskilled hands, and their liability to get out of order, together with their high cost, renders them of but little or no practical service. Not the least of the merits of the Crosby invalid bed is its exceeding simplicity, and when we add that it is carefully and strongly constructed of the best materials, it goes without saying that it is as durable as it is efficient. This bed is manufactured by the Crosby Invalid Furniture Company, who occupy an entire three-story brick building, 40 x 80 feet in dimensions, and located at Nos. 46 and 48 Lowell Street. This

company was incorporated in 1886, with a capital of \$20,000, and its efforts to improve the quality and widen the popularity of the Crosby invalid bed have already borne gratifying fruit, the business having been materially developed. Mr. H. H. Reed is president of the company, and Mr. G. W. Whittemore manager and treasurer, these gentlemen giving close personal supervision to affairs, and keeping the plant up to the highest standard of excellence; thus enabling all orders to be promptly and satisfactorily filled, and every bed to be fully guaranteed to prove just as represented. A very important department of the business is the making to order of elegant side-boards, book-cases, mantels, etc., and the supplying of superior house finish in quartered

oak, ash, cherry and mahogany. Mouldings, brackets, window and door frames, stairs, newels, balusters and rails are also extensively manufactured; while jig-sawing, turning and planing are done to order in first-class style at short notice. The company kiln-dry all the stock they use, and are prepared to meet all honorable competition, both as regards quality of work and the prices quoted on the same.

**John N. Barr & Co.,** Dealers in Flour, Grain and Feed, Nos. 48 and 50 Main Street, Nashua, N. H.—Flour is so perfectly familiar a commodity that we are not accustomed to give it any particular thought, save in times of comparative scarcity or when the price of it has suddenly been raised, and, although we all know that "bread is the staff of life," and are, of course, aware that the consumption of its principal ingredient is something tremendous, still it is only when a visit is made to some such establishment as that conducted by Messrs. John N. Barr & Co., at Nos. 48 and 50 Main Street, that we realize how great the demand is for flour in Nashua and vicinity alone. The firm in question do a very extensive business in flour, grain and feed, catering to wholesale trade, and carrying a very heavy stock; their supply of flour alone sometimes amounting to two thousand barrels in store, to say nothing about what they have in transit and at lake ports, as they are the millers agents for New Hampshire for the celebrated Columbia Mills Co.'s flours of Minneapolis, Minn. Adequate storage capacity is available, and the concern are always in a position to fill the heaviest orders at short notice. The partners are Messrs. John N. Barr and E. F. Knight, the former being a native of Bedford, N. H., and the latter of Norway, Maine, and both he and Mr. Knight are widely and favorably known in business and social circles. The enterprise, with which they are identified, was inaugurated in 1874, and has steadily developed until it has become one of the most important of the kind in this portion of the state. The firm handle goods of standard quality, and quote the lowest market rates at all times. A comparatively new and very promising department of the business is the handling of German peat moss, which is coming into general use for stable bedding, and is highly commended by all who have given it practical trial.

**Sanborn & Morse.** Dealers in Groceries and Provisions, Crockery, Glass, Tinware, etc., East Hollis Street, Nashua, N. H.—What may be properly described as a "family supply store" is that carried on by Messrs. Sanborn & Morse on East Hollis Street, for this establishment is one of the most complete of the kind to be found in the city and is a deserved favorite among those familiar with the many facilities it offers to purchasers of household supplies. The enterprise was inaugurated some years ago, but had been under the control of the existing firm since 1889, they at that time succeeding Messrs. Knights & Sanborn. The partners are Messrs. D. W. Sanborn and H. L. Morse, the former being a native of Pennacook, N. H., and the latter of Newport, Vt. Both these gentlemen give close personal attention to the wants of customers, and as employment is afforded to two assistants it is not surprising that the extensive business should be promptly and accurately handled. The firm deal in groceries, meats, crockery, glass and tinware, etc., at retail, and handle country produce, such as butter, cheese, eggs and potatoes, both at wholesale and retail, being in a position to supply these commodities in any desired quantity and to quote positively bottom rates to both wholesale and retail buyers. The premises occupied have an area of about 1200 feet and afford ample opportunity for the carrying of a large and complete stock, comprising all the goods mentioned, together with others of minor importance. Messrs. Sanborn & Morse guarantee every article they sell to prove strictly as represented, and the steady increase of their trade shows that their honorable and enterprising methods are appreciated.

**Anna L. Melendy,** Teacher of Instrumental Music, 213 Main Street, Nashua, N. H.—That a person may be a most execrable musician and at the same time an excellent teacher of music, may seem to be a paradox to such of our readers as have never given the matter special thought; but it is as true in the teaching of music as in that of arithmetic or language, that personal mastery of the subject does not necessarily involve the capacity to make its details plain to others. Of late years this fact has come to be generally appreciated, and the result is that teaching has been elevated to the dignity of a profession, being no longer considered a merely mechanical occupation which might be successfully followed by anyone having the necessary technical knowledge. The born teacher never loses interest in even the primary principles of the art he or she may teach, and it is this exhibition of interest,—this ever fresh enthusiasm—which inspires the most unresponsive pupils to exert themselves, and which wins complete success in many a case which would otherwise have resulted in utter failure. Those who are at all conversant with the methods followed by Miss Anna L. Melendy, need not be reminded how noticeable is the interest she takes in the progress of each of her pupils, and it is hardly necessary to add that this keen and genuine personal interest has had much to do with the exceptional success this lady has met with since beginning operations in Nashua in 1884. Miss Melendy is a native of Milford, N. H., and is very widely known in musical and in social circles. She has taken the Associate Degree in the American College of Musicians, and was Vice-President of the Musical Teachers National Association, during the years 1888-9. Miss Melendy is at present a member of the executive and of the programme committee of the New Hampshire Music Teachers Association. She is considered by high authority to be one of the most thoroughly competent and successful teachers of instrumental music in New Hampshire, and the record she has made right here in Nashua, proves that judgment to be thoroughly well founded. She has a large class in this city and has also established a class in Boston. Her Nashua rooms are located at No. 213 Main Street, where full information concerning hours of tuition, terms, etc., will cheerfully be given upon application.

**Laton House,** Lorenzo Chase, Proprietor; Rates, \$2.00 Per Day; Railroad Square, Nashua, N. H.—If there be any members of the community who are particularly well-posted concerning the hotel accommodations of the country, they must be sought among commercial travellers, for these energetic individuals pass the greater portion of their time "on the road," and thus have practical experience with every variety of public house to be found in the union. It would be strange did they not gather many valuable hints concerning hotel management, both from personal observation and from hearing the criticisms and eulogies of their fellow travellers. Therefore, it follows that a former member of the fraternity, having the requisite facilities and ability, ought to be in a position to conduct a hotel which would "fill the bill" in every particular, and this being the case, it is not surprising that since Mr. Lorenzo Chase became the proprietor of the Laton House, in 1889, that hostelry should have rapidly and steadily gained in popularity and patronage, for Mr. Chase, (who is a native of New York State), was formerly "on the road" for Kibbe Brothers & Co., of Springfield, Mass., and thus "knows how it is himself," and is in a position to cater intelligently to the wants of the travelling public. The Laton House is very conveniently located, in Railroad Square, and contains forty-two good-sized, light and airy guest-rooms. The hotel is very comfortably furnished, is well-equipped with modern conveniences, and, in short, is a most desirable place to put up at for either a long or short period. Employment is given to twenty assistants, and the premises are kept in first-class condition, while the service is prompt and courteous at all times. Mr. Chase believes in feeding his guests well, and the table is most bountifully provided for, a complete variety of seasonable food being furnished, so that all tastes can be suited and the most vigorous appetite satisfied. The rates of the house are but \$2.00 per day, and those who know where to find equal accommodations for the same money may congratulate themselves on having information which no one whom we are acquainted with possesses. Mr. Chase has remodelled and thoroughly renovated the Laton House, it having been newly papered and white-washed and steam heat added, making it one of the most comfortable and home-like hotels to be found anywhere. Try the Laton House *once*, and you will be apt to come again.

**Geo. E. Bagley & Co.,** Fine Job Printing, Stationery and Picture Frames, No. 64 Main Street, Nashua, N. H.—Printer's ink is one of the most efficient allies any business man can have, but like all other aids, it must be judiciously employed in order to get the best possible effects. While a neatly gotten-up card or circular commends by its appearance alone the firm issuing it, a cheap and slovenly looking article does more harm than good, for reasons which are too obvious to require mention. The moral is plain—make liberal use of printer's ink, but use such judgment in placing your orders as to assure the attainment of thoroughly satisfactory results. Job printing has reached a high stage of perfection, and work must be exceptionally well done in order to excite favorable comment, but there is a very easy way to be sure of getting results equal to the best, and that is to place your orders with Messrs. George E. Bagley & Co., doing business at No. 64 Main Street. This old-established firm make a specialty of fine job printing, and are prepared to guarantee satisfaction to their customers, and to execute all commissions at short notice and at reasonable rates. They utilize premises having about two thousand feet of floor space, and deal extensively in stationery of all descriptions, offering a fine assortment to choose from, and quoting bottom prices on every style they handle. Picture frames are also largely dealt in and made on the premises, the latest novelties being shown, and any desired kind or size being made to order at short notice. Employment is given to five assistants, and callers are assured immediate and polite attention.

**Kimball & Co.,** Dealers in Dry and Fancy Goods, Wraps, Shawls, Cloaks, Fans, etc., Noyes' Block, Main Street, Nashua, N. H.—An establishment, which stands very high in the estimation of the residents of Nashua and vicinity, particularly those who are numbered among the fair sex, is that now conducted under the firm-name of Kimball & Co., and located in Noyes' block, Main Street. This establishment was originally started in 1835, by Merrill & Kimball, who were succeeded in 1851 by A. & F. F. Kimball. In 1868, Mr. F. F. Kimball assumed entire control of the business, and conducted it alone until 1878, when the present firm of Kimball & Co. was formed. The premises are 20 by 90 feet in dimensions, and contain a stock of dry and fancy goods, wraps, shawls, cloaks, silks, dress goods, etc., which would not suffer by comparison with that offered at many establishments making great pretensions to enterprise and magnitude of its dealings. Ladies, who wish to examine the very latest and most correct novelties in this line, know well that time and trouble can be saved by going directly to this popular store. The stock is given close and painstaking attention, and will be found to be complete in every detail. Low prices rule, for the maxim, "quick sales and small profits," is fully carried out, the result being that the assortment is constantly in process of renewal, and is composed exclusively of fresh and seasonable goods. Employment is given to seven well-informed assistants. The trade is both wholesale and retail in character, and every caller may depend upon receiving immediate and courteous attention, goods being cheerfully shown on application.

**Quincy A. Woodward,** Dealer in Carriages and Sleighs, Lowell Street, Near Railroad Square, Nashua, N. H.—If everybody who has occasion to purchase a carriage could only be brought to realize that it is for his interest to get a good one, the occupation of the "cheap" carriage builder would be gone forever, and the market would no longer be filled with vehicles having little besides shiny paint and varnish to recommend them. We do not advocate patronizing the manufacturers who charge fancy prices for everything they put their name to, but believe in avoiding both extremes, and one of the most satisfactory ways to accomplish this is to place your order with Mr. Quincy A. Woodward, for he is an extensive wholesale and retail dealer in carriages and sleighs; his vehicles are uniformly reliable, and his prices are "right" in every instance. Mr. Woodward was born in Tyngsboro, Mass., and has carried on his present establishment since 1888. He was chief engineer for four years, served on the Board of Aldermen one year, and is almost universally known throughout Nashua and vicinity. His place of business is located on Lowell Street, near Railroad Square, and comprises two floors of the respective dimensions of 60 x 40 and 60 x 20 feet; thus affording an area of thirty-six hundred square feet, and giving abundant opportunity for the carrying of a heavy stock of carriages, sleighs, etc. Mr. Woodward sells his vehicles strictly on their merits, fully guaranteeing each and every one of them to prove precisely as represented. He carries a varied and stylish assortment, and can fill orders without delay, and give as full value for money received as any dealer in the state. In addition to the above, Mr. Woodward carries on carriage and sign painting. The person who said that "painting can be divided into two kinds—good and bad"—had a correct idea of the subject, for painting—and especially carriage and sign painting—that is not first-class is simply bad, there being no intermediate grade. It is, therefore, worth while to use some judgment in the placing of orders for such work, and as all of our readers may not know where the best results are to be obtained, we take pleasure in calling to their attention the facilities possessed by Mr. Woodward, for he is prepared to do carriage and sign painting to order at very short notice and at moderate rates, and warrant all work to give

complete satisfaction. Mr. Woodward established his business here several years ago, and employs Mr. M. C. Mullen as manager. This gentleman gives close personal attention to orders, sparing no pains to maintain and even add to the high reputation already won. The premises made use of are located on Lowell Street, and are ten thousand feet in dimensions, and are equipped with all necessary facilities. Ten competent assistants are employed, and as carefully selected stock is used; the work turned out will prove as durable as it is neat, and first-class in every respect.

**J. B. Parker,** Attorney and Counsellor at Law, Also, Real Estate and Insurance Agent, Laton's Block, Nashua, N. H.—One of the most active and best-known of those who are engaged in developing the resources of Nashua and vicinity is Mr. J. B. Parker, who is a native of Hollis, N. H., and is an attorney and counsellor at law by profession. Mr. Parker is deeply interested in real estate matters, being one of the leading agents for such property in town, and being publisher and proprietor of the *Real Estate Journal*, a monthly publication, having a circulation of one thousand copies, and being accepted as authority on the subject of which it treats. For certain kinds of advertising, there is no more desirable medium in the state, and as the advantages it offers in this connection are generally appreciated, and the rates are moderate, an extensive patronage is the inevitable result. Those wishing to buy, sell, exchange or rent real estate, or, indeed, to get dependable information of any kind concerning real estate matters, may save time and trouble by giving Mr. Parker a call, as he makes it a rule to keep thoroughly well-posted, and always has a variety of desirable property on his books. He is also prepared to effect insurance to any desired amount in thoroughly reliable companies, and can write policies on the most favorable terms that can be made in connection with insurance worthy of the name. His office is conveniently located in Laton's block, and callers are assured immediate and careful attention.

**C. E. Batchelder,** Carriage Manufacturer, Wheelwright and Blacksmith; Manufacturing of Carts, Farm and Democrat Wagons; Particular Attention Paid to Carriage Repairing and Horse Shoeing; Telephone Connection, 75-2; Corner of Lowell and Clinton Streets, Nashua, N. H.—The chances are that a great many owners and users of carriages and wagons are included among our readers, and the establishment carried on by Mr. C. E. Batchelder, at the corner of Lowell and Clinton Streets, is of especial interest to this class, for Mr. Batchelder is a carriage manufacturer, wheelwright and blacksmith, and has the most improved facilities at hand for the manufacture of carts, farm and democrat wagons, and the doing of carriage repairing and horse-shoeing. He is a native of Warren, N. H., and has been identified with his present enterprise since 1889. The premises made use of include a blacksmith shop of the dimensions of 80 x 70 feet, and a wood-working shop measuring 20 x 24 feet, both being very completely fitted-up, and employment being given to from six to seven experienced assistants, so that orders can be filled at short notice,—a point that will be especially appreciated by those who want a carriage or a wagon repaired, and cannot afford to be long deprived of the use of it. The work done here is dependable in the full sense of the word, for selected material is used, and the workmanship is first-class throughout. Everything considered, the prices quoted by Mr. Batchelder will compare very favorably with those named elsewhere, and it is well to bear in mind that he warrants his work in every particular. Horse shoeing is done in accordance with the most approved methods, and those who find it difficult to get their horses shod in a satisfactory manner, would do well to make Mr. Batchelder a call.

**George E. Heath**, Dealer in Coal, Hay and Straw; Telephone, No. 113-4; Order Slate at A. E. Gay's, No. 62 Main Street, Near the Bridge; Office and Residence, 47 Temple Street; Yard, Corner Bowers Street and Harbor Avenue, Nashua, N. H.—There are very few dealers in coal in Nashua and vicinity having better facilities than those controlled by Mr. George E. Heath, and consequently there are few concerns in a position to offer more decided inducements to customers. The business, now carried on by Mr. Heath, was founded by him fifteen years ago. He is a native of Bow, N. H. He served three and a half years in the army during our late civil war and was promoted to captain, and has been connected with the official government of Nashua as Councilman. Mr. Heath's office is located at his residence, No. 47 Temple Street, an extensive yard being maintained at the corner of Bowers Street and Harbor Avenue. This yard is provided with storage facilities for two thousand tons of coal, and a very large stock of all the standard varieties being constantly carried, as well as a large stock of hay and straw, and large or small lots can be supplied at short notice and at positively the lowest market rates. Employment is given to four assistants, and the methods used in the delivery of orders are so complete and extensive that the large retail business done is easily handled. Those who have been seriously inconvenienced in the past by dealers neglecting to deliver coal when promised, should place a trial order with Mr. Heath, for as we have stated, his facilities are exceptionally large, and every effort is made to ensure against delays and mistakes.

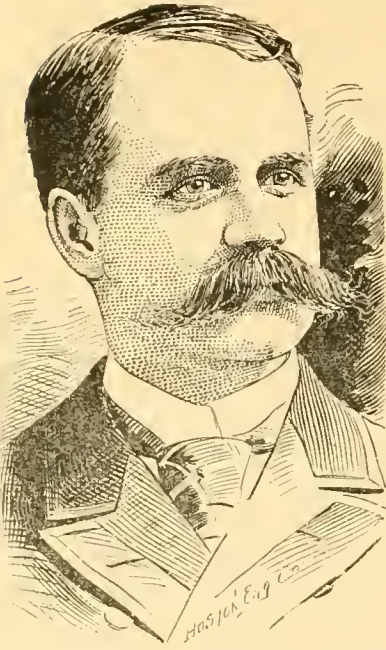
**G. A. Wason & Son**, Successors to Alford Fisher, Manufacturers of Fisher's Pumps, No. 42 Chestnut Street, Nashua, N. H.—The business, conducted by Messrs. G. A. Wason & Son, was founded about a score of years ago by Alford Fisher, whom the present firm succeeded in 1889. The original proprietor was the manufacturer of "Fisher's pumps," conceded to be unsurpassed by any similar apparatus ever put on the market, and this manufacture is continued by Messrs. G. A. Wason & Son, who propose to fully maintain the enviable reputation the pumps have long held for thoroughness of construction, as well as efficiency of design. The premises utilized are located at No. 42 Chestnut Street, and comprise two floors of the dimensions of 20 x 50 feet, being fitted up with a complete plant of improved wood-working machinery, enabling sawing, turning, and all kinds of shop jobbing to be done in a superior manner, at short notice, and at moderate rates. The manufacture of house brackets, window frames, boxes, fences, etc., is quite extensively carried on, and sufficient assistance is employed to enable orders to be filled at reasonably short notice. Messrs. George A. and Edward H. Wason are both natives of New Boston, N. H., and are thoroughly familiar with their present line of business. It is well that so old-established an enterprise should have passed into such competent and responsible hands, and we believe it is bound to develop largely under its present management.

**M. C. Marshall**, Dealer in Choice Groceries, Tea Coffee and Spices, No. 12 Orange Street, Nashua, N. H.—An accommodating spirit and a determination to do the fair thing in every transaction are powerful aids to success in every business enterprise, and they have not failed to exercise their usual effect in the case of Mr. M. C. Marshall, who began operations in Nashua in 1888, having, at that date, succeeded Mr. A. G. Blow. At his store, No. 12 Orange Street, Mr. Marshall carries on a thriving retail trade in choice groceries, tea, coffee and spices, and has many regular customers, who have tested, by long experience, the genuineness of the bargains, and the uniform excellence of the goods he has to offer. He is a native of Nashua, and is widely known in the community as an enterprising and reputable mer-

chant, who neglects no honorable means to extend his business operations. Mr. Marshall claims to have one of the best stocks of groceries in Nashua, and certainly the assortment he exhibits of these goods is admirable, not only for its completeness, but also for the standard character of the articles composing it. The premises utilized are two thousand square feet in dimensions, and everything is so arranged as to permit of the prompt and accurate filling of all orders, and those who want superior goods at low prices should certainly patronize the establishment conducted by Mr. M. C. Marshall, at No. 12 Orange Street.

**Daudelin & Langelier**, Manufacturers of all kinds of Granite Work, monuments, tablets, headstones; Office and Yard, No. 69 West Hollis Street, Nashua, N. H.—Every careful observer must have noticed that granite is coming into more general use every day, displacing in many instances more showy but less durable stones, prominent among which may be mentioned marble. Not such a great many years ago, marble was in high favor for building purposes among those who could afford it, but its use has greatly diminished, and the same thing may be said concerning its utilization for monumental and general cemetery purposes. Granite is unquestionably the coming stone, and its adoption is bound to be greatly aided by the operation of the enterprise conducted by Messrs. Daudelin & Langelier, on West Hollis Street, for these gentlemen carry on extensive and well-equipped granite works, and are prepared not only to fill orders promptly, but to quote remarkably low figures on strictly first-class work. Such results as are attained by this firm are not to be understood or appreciated by any mere verbal description, and, therefore, we trust that such of our readers as are interested will visit the works in person and see for themselves. The firm will be glad to give any information desired, and are prepared to figure very closely on all plans, etc., submitted, and to guarantee absolute satisfaction to their customers.

**Arthur E. Gay**, Steam Gas and Water Fitter, also Dealer in Wrought Iron Steam, Gas and Water Pipe and Fittings, Brass and Iron Valves, Steam Coils, Radiators, etc., Pumps and Injectors, Boiler Fittings, Steam and Hot Water Heating Apparatus. Heating of Public Buildings and Private Residences a specialty. No. 62 Main Street, Nashua, N. H.—The enterprise now carried on by Mr. Arthur E. Gay was inaugurated about 30 years ago by Mr. J. A. Devereaux, the firm-name becoming J. A. Devereaux & Co., in 1872, and the present proprietor assuming sole control in 1877. He is a native of this city and is widely known throughout this vicinity. Mr. Gay is a steam, gas and water fitter, and is prepared to put in steam or hot water heating apparatus, electric bell and gas lighting work and supplies, in either public or private buildings, and to guarantee that it will accomplish all that was claimed of it. He is the inventor of the "Perfection" hot water heater, which is all that its name implies and never fails to give complete satisfaction when properly set up and reasonably well managed. Plumbing in all its branches is also promptly executed at moderate rates, and all necessary materials will be furnished at the lowest market rates. Gas-fitting is an important department of the business, and gas stoves and gas fixtures of the latest improved designs will be supplied at bottom prices. Mr. Gay deals in wrought iron steam, gas and water pipe and fittings, brass and iron valves, pumps and injectors, boiler fittings, steam coils, radiators, etc., being in a position to furnish the same in quantities to suit at very short notice. Buckeye force pumps and wind engines are supplied at manufacturer's prices and will be set-up if desired, in a thorough and workmanlike manner. The premises occupied are located at No. 62 Main Street, and have an area of about 3,000 square feet.



Hon. Charles H. Burke, Mayor, City of Nashua.

This city is fortunate in having for its chief magistrate a gentleman who combines the qualities which bring success to a man in his private business with those of marked executive ability in public matters—and such a man is Charles H. Burke.

A native of Milford, when but a child his parents removed to this city, which he has since made his home. On attaining his majority he was given an interest in the bakery business of his father, and since the latter's death, in 1883 has been its sole proprietor, developing and improving it until now it is second to none in the state for equipment of appliances or in quality and quantity of goods manufactured. The most improved machinery has been introduced, upwards of 60 barrels of flour are used each week, and at present there is not a city or town within a radius of 30 miles that is not supplied by his teams, of which six are in constant use, and on which and in his bakery 18 people find employment. The best of stock is used and the specialties made include a fine grade of oyster crackers, superior wedding cake, cream bread and rolls, confectionery and roasted peanuts for wholesale trade. The plant fronts on Mulberry street, covering a large space, is well arranged throughout and altogether is a model bakery, a benefit to the city, a remunerative success and a credit to the man whose energy and enterprise have developed its success to the present magnificent proportions and made it the leading bakery in the state.

Aside from his private business he is deeply interested in Nashua's welfare and the promotion of her different industries; is president of the Nashua boot and shoe manufacturing company and a large holder of its stock; was a prominent mover in the Nashua street railway; a director in the Second National Bank, a leading member of the board of trade and is connected with many corporations and associations in various capacities.

He is a member of many of the social and fraternal orders, has been an earnest advocate of a home for the masonic craft in Nashua, and is one of the largest stockholders in the masonic temple now being erected.

Well informed in municipal and state affairs, since coming to manhood he has ever evinced a keen interest in public matters. He was a member of the city council

in 1874, represented his ward in the state Legislature of '76, and made a most creditable record as collector of taxes in 1878. In the fall of '88 he was elected the standard-bearer of his party in the municipal contest, defeating his opponent, and since his inauguration as mayor in January last the same business acumen which led to success in his private career has been manifested in the city's affairs. Prudent, but progressive, he has ever been alert to further every needed improvement. Through his efforts the location was placed and the soldiers' monument erected, as was also the building and completion of the Arlington street schoolhouse. He inaugurated the alterations and improvements at the engine house, and to his suggestion the firemen are indebted for having the handsomest and most convenient apartments of any in the state. The addition of the chemical engine may be credited to him, and his efforts to improve and perfect Nashua's street, sidewalk, and sewer work are appreciated by all citizens. His administration has been clean, upright and judicious, and in the election of last November Nashua's citizens gave it the stamp of their approval by again electing him their chief magistrate, for the ensuing year.

In private life Mayor Burke is a courteous, affable gentleman, one whom it is a pleasure to meet, and his new house, a palatial brick structure, with brownstone trimmings, thorough in construction, and erected at great expense, surrounded by pleasing, well-kept grounds, the whole having an air of prosperity and comfort, is a credit to the city and an ornament to its immediate neighborhood.

**Geo. A. Macabe**, Sign Painter and Decorator, Glass Signs, Show Cards, and Lettering of all kinds, Window Shades Lettered, Room 8, over post office, Nashua, N. H.—It is a good deal with signs as it is with clothes—an old-established and thoroughly well-known concern can perhaps afford to display a shabby sign, the same as a millionaire can afford to wear unpresentable garments, but the firm or the individual whose position is not so thoroughly well-established must have more regard for appearances. There are fashions in signs as there are in about everything else under the sun, but those in vogue at the present day are, on the whole, the most tasteful and generally attractive which have yet been produced. Among those making a specialty of sign painting and decorating in this vicinity prominent mention should in justice be made of Mr. George A. Macabe for he turns out work equal to the best and has many orders to fill, his prices being as satisfactory as are the results attained. Mr. Macabe is very favorably known throughout Nashua. His place of business is located over the post office, room No. 8, and contains every facility, not only for sign painting but also for the painting of show cards, scenery, glass, signs, and lettering of all kinds, including window shade lettering, and decorating. All work is done at a moderate charge, and every order is assured immediate and painstaking attention.

**H. Olivier, Agt.**, Dealer in Boots, Shoes and Rubbers, 109 Main Street, Nashua, N. H.—As the boot and shoe trade of Nashua forms a significant element in the make up of the city's enterprise, in referring to the above house it may be stated that the special line to which its best energies are confined is the handling of medium and first-class lines of boots, shoes and rubbers. This house was established in 1887, by H. Olivier & Co., and since 1888, the business has been conducted by H. Olivier, Agt. Since which date this gentleman has so successfully managed his large retail trade, that to-day his stores rank among the first in the city engaged in the shoe trade. The premises utilized are located at No. 109 Main Street, and No. 157 Pearl Street, and measure respectively 15x60, and 20x60 feet in dimensions, and the service of one experienced assistant in each store is required in addition to the close per-

sonal supervision of the proprietor. Mr. Olivier is a native of Canada, and very well known throughout Nashua. In conclusion we will remark, that while we do not indulge in laudation of any house in particular, it shall be within our province to state to the public in general, and our readers in particular that if they would have their interests highly conserved the acquaintance of this house should be made.

**C. G. A. Eayrs**, Dentist, Room 31, Record Building, Main Street, Nashua, N. H.—Modern methods of living have wrought sad havoc with our teeth, and the adult American who has a perfectly sound set, is the distinguished exception at the present day. This is to be deplored for more reasons than one, chief among which is that indicated by the late discoveries, tending to show that decayed teeth have a pronounced and deleterious effect on the general health. Teeth have a most important office to perform in the preparation of food for its reception into the stomach, and it is as illogical to expect broken and decayed teeth to do perfect work as it would be to expect damaged millstones to turn out perfect flours. If people would give their teeth more care, and abuse them no more say than they would an axe or a saw or some other instrument that "costs money" sound teeth would be common enough, and dyspepsia would no longer be a national characteristic. Don't wait until your tooth aches, before having it filled, go as soon as you notice it is decaying, or better still before that time and have the decay prevented. There are many skilled dentists in this city, and among them all, none are more careful or painstaking than Dr. C. G. A. Eayrs, occupying room 31, Record Building, Main Street. Dr. Eayrs is a native of Nashua, and established his profession here in 1869, and has won golden opinions for his skill and thoroughness. His rooms are fitted up with every essential facility, etc., and his instruments, appliances, etc., are of the most improved design, and are quick and certain in operation. His charges will be found as moderate as his work is satisfactory. Appointments may be made in advance and will be strictly attended to.

**Nashua House**, F. A. Brunelle, Proprietor. Cor. Main street and Thayer's Court, Nearly Opp. Boston & Lowell Depot. First-Class Accommodations.—The Nashua House was originally opened by Mr. John L. Burbank, who was succeeded by the present proprietor Mr. F. A. Brunelle in 1887, and has become so thoroughly identified with Nashua that the name of the city almost invariably brings to mind that of the house also at least, among those most familiar with the prominent "institutions" of the community. The Nashua House was never more skilfully and liberally conducted than has been the case since Mr. Brunelle assumed control. He is a native of Canada, and is one of the few men who have a "natural gift" for hotel keeping, for it is only such men that are able to so manage as to make their guests feel perfectly at home and at ease. While at the same time maintaining that order and propriety essential to the conduct of a really first-class house. Many permanent guests are accommodated at the Nashua House and transient trade is also liberally and successfully catered to. The House is located at corner of Main street and Thayer's court, nearly opposite the Boston & Lowell Depot, and the beds and other furnishings being extremely comfortable and well-kept. Employment is given to five competent assistants, and the service, at the table and elsewhere, is prompt, intelligent and courteous. Mr. Brunelle gives special attention to the cuisine, and the bill of fare is varied enough to suit all tastes, while the best that the market affords is placed before guests at all seasons of the year. The terms are moderate, and strangers visiting Nashua may avoid much annoyance by putting up at this house.

**Victor Lussier & Co.**, City Drug Store, corner Main and Factory Streets, Nashua, N. H.—No man can be engaged in any particular line of business for several years without becoming comparatively expert and well informed in it, and particularly is this the case with one who is well fitted naturally to conduct such an enterprise as he has chosen, and who has made a careful study of the theory as well as had a large experience in the practice of the line of trade with which he is identified. Mr. Victor Lussier, proprietor of the City Drug Store needs no introduction to the residents of Nashua, for he has carried on a first-class pharmacy in this city since 1887, (having succeeded Dr. E. J. Hunt,) and it is a very significant fact that those who are most thoroughly familiar with his business methods speak in the warmest terms of the advantages of trading with him and "practice what they preach" by giving them their exclusive patronage in the purchasing of drugs, toilet articles, etc. The premises occupied by Mr. Lussier and popularly known as the City Drug Store, is located at the corner of Main and Factory Streets, and measure 12x50 feet in dimensions, and are fitted up in the most approved style, the stock carried including drugs, medicines and chemicals of all descriptions, and every facility is at hand to aid in the compounding of physicians prescriptions or family receipts. Competent and courteous clerks are employed, and this establishment is noted for the accurate and prompt manner in which all orders and patrons are served. Pure and fresh ingredients only are used, and no exorbitant prices are ever charged, while all annoying delays are avoided. Mention might be made of several specialties prepared by this firm including "Lussier's Spruce Gum Cough Syrup," "Lussier's Liver Pills" and "Lussier's Wart, Corn and Bunion Extractor," which are claimed to be fully equal to anything in the market.

**A. E. Sanderson**, Manufacturer of and Dealer in Harnesses, Horse Blankets, Whips, Curry Combs, Brushes, etc.; Carriage Trimming Done to Order; Repairing Done With Neatness and Despatch; No. 72 West Pearl Street, Nashua, N. H.—The difference between "goods cheap" and "cheap goods" is apt to be forgotten by those who are economically disposed, but it is well worthy of being carefully borne in mind, especially when anything in the line of harness or horse furnishings is to be bought. The common "cheap" harness is but a miserable make-shift at the best, and to say nothing of the danger of using a harness that is liable to give way the moment any unusual strain is brought upon it, considerations of economy alone should prevent its being bought, for it has no durability, and must constantly be "patched up" in one way or another. Mr. A. E. Sanderson is a maker of and dealer in harnesses, and we can give intending purchasers no better advice than to give him a call, for, although his productions are honestly and skilfully made from selected stock, they are offered at low rates, quality and durability being, of course, duly considered. Harness repairing, carriage trimming, etc., will be done in a workmanlike manner at short notice, the shop at No. 72 West Pearl Street being equipped with all necessary facilities. Mr. Sanderson is a native of Littleton, Mass., and has carried on his present undertaking here in Nashua for about thirty-three years. He is very well-known throughout this vicinity, and has been on the Board of Health for four years, also was for six years Overseer of the Poor. He offers a full assortment of horse goods at bottom prices, embracing late novelties in this line, as well as all the staple goods, and a carefully chosen stock of blankets, whips, curry combs, brushes, etc., is also on hand to select from, every article being sold under a guarantee that it will prove as represented.

**Mrs. M. A. Spalding**, Milliner and Hair Dresser, and Manufacturer of Human Hair Work, Agency for the Universal Fashion Company's Perfect-Fitting Patterns. 107 Main Street, Nashua, N. H.—There is one establishment in particular which the ladies of Nashua and vicinity speak very highly of, and that is the one conducted by Mrs. M. A. Spalding at No. 107 Main Street. This enterprise was inaugurated about 1880 by the present proprietress and has been under her skillful management since that date. The premises occupied measure about 350 square feet, and are well fitted-up in every portion, the heavy stock on hand being displayed to excellent advantage. It comprises millinery and hat goods of almost every description and bears evidence of careful selection in every department. Mrs. Spalding is a native of Maine, and has a large circle of friends and patrons in Nashua and vicinity. She displays excellent taste, both as a milliner and hair dresser. She also manufactures human hair goods, and the general appreciation of the results she attains is shown by the large patronage enjoyed. Commissions are promptly executed and uniformly moderate charges made. Mrs. Spalding is agent for the Universal Fashion Company's perfect-fitting patterns, and the latest styles are offered as soon as they appear in the market.

**Nashua Boot and Shoe Co.**, Wholesale and Retail Dealers in Boots and Shoes, J. W. Connor, Agt., 93 and 105 Main Street, Nashua, N. H.—Boots and shoes are now offered in so great a variety of styles, sizes, etc., that there is no reason why anyone who is not deformed should not be able to get an article that will fit perfectly, and if any of our readers in need of foot-wear of any description will visit the establishment of the Nashua Boot and Shoe Company of which Mr. J. W. Connor is the agent, we believe they will have no difficulty in accomplishing this desirable result, for the stock he offers is large and varied and is made up of the productions of the most enterprising and successful manufacturers. The goods being modern in style and honestly made from suitable materials. Of course, whether the material be reliable or not depends principally upon the uses for which the shoe is designed, for it would be foolish to put fine delicate stock into a shoe intended for rough working wear. The Nashua Boot and Shoe Company offer both dress and working boots and shoes in all sizes and is therefore prepared to satisfy every customer. The premises utilized at Nos. 93 and 105 Main Street, is 23x60 feet in dimensions and contain a varied assortment of boots, shoes and rubbers. Repairing is given prompt and careful attention and low prices are quoted in this as in every other department of the business. Employment is given to four well-informed clerks, thus ensuring prompt service to every caller. The company have a branch store at No. 105 Main Street, where they keep ladies', misses' and childrens' shoes only. This firm buys direct from the manufacturers, thereby getting good honest clean goods and also saving the middle-men's profits. They carry the largest stock of footwear in this vicinity.

**Frank Newton**, Dealer in Butter, Cheese and Eggs, No. 11½ Main Street, Nashua, N. H.—Good butter is one of those things which everybody wants, but by no means everybody gets, and yet it is easy enough to get good butter, if you only know where to look for it. Not a few people put up with an inferior article, because they think that the best grades must necessarily be very expensive, but it is only occasionally that this is the case, although not a few dealers make it an excuse for furnishing poor butter at all seasons of the year. The best way to make sure of getting your money's worth at all times is to patronize a store where butter is made a specialty, and where it is easy to see that the lowest rates are quoted. Such an establishment is that conducted by Mr. Frank Newton, at No. 11½ Main Street. This gentleman is a native of Fairfield, Vt., and has only

carried on his present enterprise since 1888, but he has already built up an enviable reputation for enterprise and fair dealing, and his business is steadily and rapidly increasing. His business is wholesale and retail in character, and he carries a large stock, not only of butter, but also cheese and eggs, and "pure" maple sugar and syrup, and we can assure our readers that they can depend upon getting good and reliable articles here, at moderate rates. The store is centrally located, and customers are given every opportunity to inspect the stock and choose for themselves if they prefer. Courtesy is the rule to all, and every order receives prompt and careful attention.



**L. Urquhart & Co.**, Horse Shoers, Jobbers and Wheelwrights. Interfering and Overreaching Horses attended to. Horses Called for and Returned Free of Charge. Foundry street, Nashua, N. H.—Closely allied to the iron industries located on the lines of the Boston and Lowell and Worcester and Nashua railroads, are the shops of the well-known firm of L. Urquhart & Company. The founder of this house, Mr. Urquhart, came to Nashua 22 years ago, then a mere lad, thoroughly learned his trade in some of the best shops of this city, and being enterprising and ambitious, 16 years ago he entered business on his own account. Eight years later he removed to Boston, remaining there five years, and though meeting with good success in that city three years ago he returned to his first love, Nashua, and bought out the establishment of Hutchins & Lovejoy on Foundry street. His business has rapidly increased and to accommodate it he has been obliged to enlarge his premises to more than double their original size, and the amount of work now done has nearly trebled itself. The blacksmith shop is a capacious one, well supplied with all the appliances necessary to promptly and artistically execute the many jobs in horseshoeing, and everything in the line of blacksmithing and general jobbing that are constantly coming in. In horse-shoeing he makes a specialty of shoes of his own make which are noted for their superior quality, and he also attends to interfering and over-reaching horses. Four skilled men find steady employment in the blacksmith department, and in connection with this is a well equipped wheelwright shop where new wagon work and wagon repairs of every description are accomplished in the most approved style, in this branch of the business employing two men, and in addition he does most of the sign hanging that is done in Nashua.

Mr. Urquhart's long experience has made him an expert in his calling. His work in every case is thoroughly and creditably performed.

**Edwin D. Flanders**, Dealer in Beef, Mutton, Veal, Pork, Poultry and Game, all kinds of Canned Goods, etc., 8 and 10 Factory Street, Nashua, N. H.—The annoyance of having to personally select all the Meats, Provisions, etc., which are bought is familiar to every housekeeper, but many of them make a practice of doing so as they have found that the results attained by any other course are apt to prove unsatisfactory. Everything depends however upon using proper discrimination in the placing of orders. There are provision dealers who take as much pains to supply first-class goods to children or other messengers as they do when dealing with the customers in person, and among such dealers it is only just to make prominent mention of Mr. Edwin D. Flanders of Nos. 8 and 10 Factory Street, Nashua, for that is his way of doing business, and the result is that his store is widely popular and is becoming more generally patronized every day. It was established about 1886 by Messrs. Flanders & Wesson, and has been under the sole control of Mr. Edwin D. Flanders since 1889. Mr. Flanders was born in Alton, N. H., and has a large circle of friends in Nashua. He not only handles reliable goods but quotes low prices, and his stock is varied enough to suit all means and all tastes, for it comprises all kinds of meats, poultry, game and vegetables, together with pickles, butter, eggs, table sauce, jellies and canned goods, etc. Employment is given to three assistants and every caller may depend upon receiving immediate and polite attention. The premises occupied consist of one floor and basement each 20x30 feet in dimensions, together with a sausage-room, and are very conveniently fitted-up for the proper storage and hauling of the various articles dealt in.

**A. P. Hendrick**, Jeweler and Engraver; Dealer in Watches, Clocks, Jewelry. Solid Silver and Silver-Plated Ware, Spectacles and Eye-Glasses; Fine Watch Repairing by Geo. W. Hendrick; No. 59 Main Street. First Store South of the Bridge, Nashua, N. H.—One of the oldest established enterprises of the kind in this section of the state is that conducted by Mr. A. P. Hendrick, at No. 59 Main Street, the first store south of the bridge. This was inaugurated in 1860, by Mr. George E. Richardson, who gave place to the present proprietor in 1871. Mr. Hendrick had been identified with the establishment as engraver for nine years before he obtained possession, and we need hardly say he is universally known among the old, as well as among the new patrons. He is a native of Keene, N. H., and came to Nashua at the age of fourteen years, and went to work in the mill. He has been an engraver on gold and silver for thirty-eight years, so the presumption is that he understands the business pretty thoroughly. Goods purchased at his store will be engraved free of charge, the work being done in the highest style of the art, for Mr. Hendrick has a reputation to maintain, and does not propose to lose it by carelessness or haste. The store has an area of one thousand square feet, and contains a valuable, complete and varied stock of watches, clocks, jewelry, solid and plated silver ware, spectacles, eye glasses, etc. Mr. Hendrick quotes the lowest market rates, and guarantees everything he sells to prove precisely as represented. Fine watch repairing is given prompt and skilful attention by Mr. Geo. W. Hendrick, and we can assure our readers that he is fully competent to successfully undertake the most difficult work in this line, while the charges made are moderate and satisfactory in every instance.

**Albert A. Davis**, (Successor to Moses Davis), City Undertaker, Manufacturer, and Dealer in Marble and Granite Monuments, Tablets, Head Stones, Granite Work, etc., No. 14 Main Street, Nashua, N. H.—The business carried on by Mr. Albert A. Davis, at No. 14 Main Street, is one of the oldest established of the kind in this section of the state, and has developed to very

extensive proportions by years of faithful public service. It was founded in 1841 by Mr. Moses Davis, and the present proprietor assumed sole control in 1887. He is a native of this city, has held the office of collector, and possesses to a marked degree the respect and confidence of his fellow citizens. Mr. Davis is city undertaker, and also manufacturer of and dealer in marble and granite monuments, tablets, headstones, granite work, etc. He employs from fifteen to twenty assistants, and is prepared to give prompt and painstaking attention to every order, and to supply anything in his line at short notice and at moderate rates. Many beautiful and tasteful designs in monumental and general cemetery work may be seen at his place of business, and whether an elaborate or a simple monument or headstone is required, one may place the order here in the full assurance that it will be satisfactorily filled in every respect. A full assortment of caskets, coffins, robes and funeral goods in general is constantly carried, and undertaking commissions will be faithfully and skilfully executed at the shortest possible notice, the most approved methods being employed, and every detail being properly and conscientiously attended to.

**A. J. Jennett & Co.**, Dealers in Dry and Fancy Goods, Also Millinery and Dress Making by Mrs. Belle Jennett; No. 54 Canal Street, Nashua, N. H.—Different people have different ways of looking at things, and an excellent opportunity is afforded to observe this fact, when making inquiries concerning a certain business establishment. For instance, some, when asked to give a reason for their high opinion of the enterprise now conducted by Mrs. A. J. Jennett, at No. 54 Canal Street, replied that they liked to trade there because of the extent and completeness of the stock carried; others mentioned the promptness and politeness with which customers are served, and still others said that there was no place in town where they were more sure of getting full value for money expended. Putting all these statements together, they establish the fact pretty completely that one would have to search a good while to find a more desirable store at which to deal than the one in question. Mrs. Jennett is a native of New York State, and since the death of her husband, which occurred in March, 1889, has carried on the business under the old name of A. J. Jennett & Co., Mr. A. J. Jennett having succeeded Mary A. Ball in 1885. The stock dealt in comprises dry and fancy goods of all kinds, and Mrs. Jennett pays special attention to millinery and dress making. Two assistants are employed, and it is very seldom that the least delay is experienced in being waited upon, for the employees are active and obliging, and goods are cheerfully shown. The latest novelties, as well as a full line of staple articles, are at hand to choose from, and the lowest market rates are quoted in every department.

**J. E. N. Duclos**, Artist Photographer, No. 123 Main Street, Nashua, N. H.—That homely old proverb, which declares that "the proof of the pudding is in the eating," goes straight to the root of the matter, as, indeed, all those homely old proverbs are wont to do, and no better instance of it can be found in modern life than that afforded by the work of the photographer. One may talk of "light and shade," of "attention to detail," of "artistic handling of a subject," for hours, and it will not give half the real insight into a photographer's skill that could be obtained by a few minutes' examination of his work. So we will not take up space in describing the many excellencies of the productions of Mr. J. E. N. Duclos of this city, but will simply invite our readers to visit his studio, located at No. 123 Main Street. This gentleman was born in Canada, and began operations here in Nashua in 1888, under the firm name of Duclos & Renouf, and in 1889, assumed entire control of the business. He has built up a large and steadily increasing patronage by his prompt attention to orders and by al-

ways striving to do his best. Photographs, of any desired size or style, will be made, and those who are most familiar with such work are the most out-spoken in their praise of the system of finish and generally satisfactory character of Mr. Duclos's productions. Two competent assistants are employed, and everything in the line of photography, and also crayon, India ink, water color and pastel portraits is produced at this establishment in the very best manner possible, and some decidedly low prices are quoted.

**Watananock House,** American and European Plan. Joseph O. Ingalls, Prop'r. 19 and 21 Main Street, Railroad Square, Nashua, N. H.—The old saying about trying to fit square pegs into round holes is familiar to every one, and yet the lesson it teaches seems to be totally lost on the many who try to run a hotel. When they are fitted neither by nature nor by experience for the successful discharge of the responsible duties attaching to such a position. To say that hotel keepers, like poets, are born, not made, is to state a fact every experienced traveller will assent to, for the more one journeys about the country, the more one becomes convinced that nothing can take the place of inborn ability to cater to the wants of the traveling public. To carry on even a small house is by no means so easy as many are disposed to believe. While to conduct such an establishment as the Watananock House as it should be conducted, is a task beyond the powers of all but the few. The high position taken by this house since 1888 is a prominent example of the truth we are trying to make plain, for it is undeniable that it is owing to Mr. Joseph O. Ingalls personal exertions that the Watananock House is rapidly gaining in popularity almost daily. This establishment was opened as a restaurant in 1886, and since 1888 it has been conducted as a hotel, on the American and European plan. The premises are located at No. 19 and 21 Main street (Railroad square) containing thirty guest rooms and an effect of the good management now observable is to be seen in the well-kept appearance of things in general, for five assistants are employed and no trouble is spared to keep the house in neat and attractive condition at all times. Mr. Ingalls is a native of Hookset, N. H., and is without doubt a genuinely popular landlord. He has fifty table boarders, and makes his guests feel entirely at home, but at the same time conducts as orderly and respectable a house as can be found anywhere. The table is supplied with the best that the market affords, and the cooking is uniformly and exceptionally satisfactory.

**Wm. O. Flanders,** Livery and Boarding Stable. Particular attention given to boarders, Railroad Square, opp. B. & L. R. R., Nashua, N. H.—No one has ever succeeded in defining the limit where reasonable expenditure ends and extravagance begins, nor will this ever be done for "circumstances alter cases" so naturally that what is extravagant at one time may be quite reasonable at another, and in this connection we may appropriately say a few words concerning the "extravagance" of paying out money for horse hire. Not a few people whose income is comparatively limited, would no more think of hiring a team and taking a drive into the suburbs than they would of chartering a special steamer when they have occasion to take a ride on the water, and yet many of these very same people spend enough on doctors' bills and medicines in the course of a year to defray the cost of a good deal of driving. "What has that got to do with it," does some one ask? Why, simply this. Put the money spent on medicines, etc., into carriage hire, using due discretion of course concerning the weather and other attending conditions, and in the majority of cases the doctors' bills would be avoided, a great deal of enjoyment would be gained and in short the change would be entirely for the better. It does not

cost a very large sum to hire a first-class team for a half-day or a day, that is, provided the right kind of a stable be patronized, and right here we may say that the one conducted by Wm. O. Flanders, on Railroad Square, opp. B. & L. R. R., has no superior in this city. Some very desirable turnouts are maintained at this popular establishment and in point of style, ease of riding, and general good qualities Mr. Flanders' teams have no reason to fear comparison with any in this vicinity. "The proof of the pudding is in the eating" and we are confident that those who make trial of the accommodations here offered will endorse all that we have said concerning them. Mr. Flanders does an extensive livery, feed and boarding business. He owns over thirty horses, and has accommodations for forty-one, and gives particular attention to boarders, while his prices will prove moderate enough to suit every reasonable customer.

**James Steele,** Dealer in Pianos, Organs and all kinds of Musical Merchandise, lowest terms for cash, or sold on easy installments, 207 Main Street, Nashua, N. H.—There are a great many pianos and organs in use in this country, but still there are many families yet unsupplied, and extensive as the trade in musical instruments has become, it is as yet but in its infancy. Although the cost of a first-class piano or organ is considerable, some dealers by the employment of liberal "instalment plans" so divide up the payments as to make it an easy matter, to meet them, and one purchasing in this way becomes the owner of an instrument before he knows it. Mr. James Steele is known as an extensive dealer in pianos, organs, and musical merchandise of all kinds. Also sewing machines and supplies, and his prices for cash or on instalments, are so low as to explain in a great measure the magnitude of his trade. All instruments are warranted, and a sufficient variety is offered to allow of all tastes being suited. Mr. Steele is a native of Antrim, N. H., and served in the army four years, during our late civil war. He is well-known throughout Nashua, having established his present enterprise in 1885. The premises utilized are located at No. 207 Main Street, and are 400 feet in dimensions, where is displayed a fine assortment of the above named instruments. No dealer offers greater inducements and none is more zealous in guarding the interests of his customers.

**Hotel Webster Dining Rooms,** M. L. Hartwell, Proprietor, No. 197 Main Street, Nashua, N. H.—It might seem at first thought easy enough to manage a restaurant, but there is no man who has had much occasion to patronize these places, but what will say that the really good ones are a small minority. Why, is not for us to state. We have our own theories, on the subject, but our readers want facts, rather than theories, and are naturally more interested in learning of one good dining-room, than in hearing the reasons why a half dozen are not good. Therefore we will hasten to call to their attention the Hotel Webster Dining Room, conducted by Mr. M. L. Hartwell, at No. 197 Main Street, for this gentleman is one of the few who know how things should be done, and spares neither time nor money in attaining satisfactory results. Mr. Hartwell was born in Lowell, Mass., and opened his present place of business in 1879. The premises can accommodate 150 guests and are nicely fitted up with all the necessary facilities. But after all, the main point to be considered in an establishment of this kind is the food, and here Mr. Hartwell comes out strong, for he supplies his customers with the best that the market affords, and takes measures to see that it is properly cooked and promptly and courteously served. Employment is given to ten competent assistants and the comfort and convenience of patrons are looked out for on every hand. The prices here are very moderate, and a trial of the accommodations provided, will result in another call.

**J. W. White, Druggist, Walter A. Lovering, Manager, No. 1 Merchant's Exchange, Nashua, N. H.**—It is impossible to have extended dealings with Mr. J. W. White, without feeling that he thoroughly understands his business in every detail; and indeed it is no wonder that he is thoroughly acquainted with it, for he has had an experience of forty-four years. Mr. J. W. White is a native of Pittsfield, N. H., and established his pharmacy here in 1845. He is very well known throughout Nashua and vicinity. He is the President of the Second National Bank, and Treasurer of the Mechanics Savings Bank, also Treasurer of the Nashua & Lowell R. R., and President of the White Mountain Freezer Co. The premises utilized as a drug store are located at No. 1 Merchants Exchange, and are 20x60 feet in dimensions, and a heavy and most skillfully selected stock is carried, comprising drugs, medicines, chemicals and druggists' sundries of all kinds, also cigars, tobacco and smokers' articles. Mr. White employs four competent assistants. Mr. Walter A. Lovering having been the manager for about fifteen years, and who spares no pains to make this establishment entirely trustworthy in every respect, and endeavors to give all customers complete satisfaction. That he has succeeded admirably, is proved by the liberal patronage received, and there can be no doubt but that the methods will be continued, that have gained the popularity for this establishment. Prescriptions are compounded with the utmost care, and those who desire to feel assured that they can rely upon the manner in which their orders of this kind are filled, should, by all means, patronize this store as Mr. Lovering is as skilful and experienced as he is careful and so is especially well equipped for the carrying on of work of this kind. The prices are very reasonable and customers are promptly served. Mr. White also carries on a very extensive coal business, the largest in the city. All kinds of hard and soft coal are dealt in, and Mr. White is sole agent for the celebrated Excelsior Coal. The yard is east of Main street bridge. Orders left at the drug store will receive prompt attention.

**Nashua Steam Laundry, G. H. Parker, Proprietor; New Building, Pearson's Avenue, Near Main Street Bridge, Nashua, N. H.**—Nashua is not at all behind other cities of equal population so far as regards those public conveniences which go far to make life agreeable in our larger communities, and one of the most valuable and popular of these conveniences is the Nashua Steam Laundry, which has been under the control of Mr. G. H. Parker, the present proprietor, since 1877, and which, under his skilful and progressive management, has become a model establishment of its kind, it being one of the most thoroughly equipped which the entire state can show. The premises utilized comprise an entire building, which was built for this purpose, it being two stories and a basement in height and 40 x 80 feet in dimensions, located on Pearson's avenue, near Main Street bridge. This laundry is a model establishment in the truest sense. Mr. Parker justly takes much pride in keeping it scrupulously clean, and in an attractive condition at all times. The latest improved machinery is to found in every department of the establishment, and employment is given to twenty-five assistants. Orders are filled in the best manner and at remarkably short notice. The scale of prices is very reasonable, and the quality of the work will compare favorably with any in New England, great pains being taken to ensure absolute thoroughness and to avoid injury to the most delicate fabrics, while goods will be called for and accurately delivered without extra charge. Commercial men stopping a day or two in town, and who wish their laundry work done, will find this just the place they are looking for, and they will be surprised to find how quickly and in fine condition their work will be delivered to them.

**Chas. E. Cummings, Dealer in Monuments, Headstones, Tablets, Mantels, etc., Otis Building, Railroad Square, Nashua, N. H.**—The granite and marble works, conducted by Mr. Charles E. Cummings, need no introduction to a large portion of our Nashua readers, for they have been in successful operation for many years. In 1878, Mr. Cummings purchased the stock of marble of the late William Weaver, and has conducted the business ever since, having furnished the citizens of Nashua and vicinity with as fine work in both marble and granite as has been produced in any establishment in New England as can be seen by inspecting the many beautiful monuments he has erected in the various cemeteries in this vicinity in the last twelve (12) years. Mr. Cummings was born in Sutton, this state, is forty-six years old, and has had twenty-five years' experience in the business, having commenced work for Hon. Geo. A. Cummings, of Concord, in 1865. Mr. Cummings was elected to the city council in 1883, and in 1884, the latter year, he was chosen president of that body. He carries a good stock of finished monuments and tablets, and is prepared to furnish all who are in want of any kind of memorial work at very low prices for good work. Cemetery work cleaned and reset at short notice at No. 21 Otis building.

**D. C. Cheever, Millinery and Small Wares, Hosiery and Underwear, No. 67 Main Street, Nashua, N. H.**—The enterprise, now carried on by Mr. D. C. Cheever, was inaugurated in 1871 by the firm of Cheever Brothers, the present proprietor, Mr. D. C. Cheever, assuming full control of the business in 1883. He has gained a high degree of popularity in this vicinity, for the public are quick to appreciate liberal, intelligent and honorable business methods, and those practiced at the establishment, to which we have reference, certainly are entitled to be so characterized. Mr. Cheever is a native of East Hardwick, Vt., and has had a long and varied experience in his present line of business, the result being that he is prepared to meet all honorable competition and to assure satisfaction to the most fastidious patrons. Mr. Cheever was burned out in 1885, and started again in about a year. The premises now occupied are located at No. 67 Main Street, (and are shared with M. V. B. Greeu, stationer), thus giving ample space for the carrying of a large stock of millinery, small wares, hosiery and underwear. The very latest fashionable novelties are shown in the various departments of the stock, and the lowest market rates are quoted on all the goods handled. Order work is given particular and skilful attention, and five assistants are required during the season to properly accommodate the extensive business done in this department.

**E. E. Cheney's One Price Store, Dealer in Watches, Jewelry, Silverware, Opera Glasses, Eye Glasses, etc., No. 167 Main Street, Nashua, N. H.**—Mr. E. E. Cheney has carried on his present establishment since 1881, and gives careful personal attention to customers, so that prompt, courteous and intelligent service is assured to every caller. The premises utilized are located at No. 167 Main Street, and are of the dimensions of 25 by 50 feet, and afford ample opportunity for the carrying of a large and varied assortment of jewelry, watches and silverware, as well as of a very desirable stock of opera glasses, spectacles, eye glasses, etc. These goods bear evidence of careful selection, and the stock comprises many late and attractive novelties. A fine assortment of Waltham, Elgin and Aurora watches is shown in both gold and silver cases. Uniformly moderate prices are quoted, and special prices are named on diamonds, and we need hardly add that every article is sold under a guarantee that it will prove as represented. Particular attention is given to repairing and engraving, and no trouble is spared to fill all orders at short notice, and in so neat and durable a manner as to give entire satisfaction even to the most fastidious. Mr. Cheney is a native of Stowe, Mass., and is well-known here.

**Geo. D. Verder**, Dealer in Groceries, No. 91 W. Pearl Street, Nashua, N. H.—Generally speaking, it is safe to say that it always pays for a business man to keep faith with his customers, and, although there are some who believe differently, and think that "sharp practice" is profitable and "smart," the success they generally meet with is not pronounced enough to prove their position. The enviable reputation, held by the establishment now carried on by Mr. Geo. D. Verder, at No. 91 W. Pearl St., could never have been built up by questionable methods, and the proprietor may well take pride in maintaining an enterprise which has so good a name in the community. He carries a heavy stock of fancy and staple groceries, and caters expressly to family trade, his goods being very carefully selected, and of a quality which renders them acceptable even to the most fastidious. As for the prices, the magnitude of Mr. Verder's business is the best possible evidence that those are all right, for there are many enterprising grocers in Nashua, and the public are accustomed to paying the lowest market rates, and certainly would not so liberally patronize a store unless bottom prices were the rule. Orders are promptly and accurately filled, and every caller is sure of immediate attention and uniformly courteous treatment.

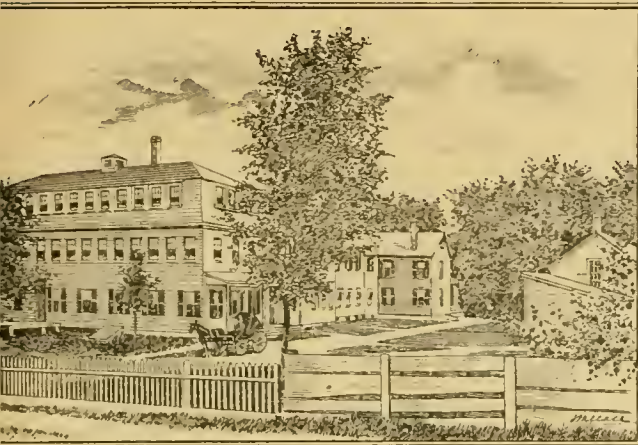
**Mrs. E. C. Vickery**, New York Millinery Store; Fashionable Dress Making; Also Tailor's Square System Taught; No. 7 Factory Street, Nashua, N. H.—All of our lady readers, and not a few of those belonging to the sterner sex, can doubtless call to mind instances which have come under their observation where the most costly costumes, made from the richest and most fashionable materials, utterly failed to produce a desirable effect by reason of the incompetency or carelessness of those who were entrusted with their making. The handsomest and most tasteful fabrics may easily be rendered quite unattractive by improper treatment, and the advantages to be gained by making use of the services of an experienced and skilful milliner and dress maker, are too evident to render it necessary for us to dwell upon the importance of securing such aid. It is the general verdict among the ladies of Nashua and vicinity, who have examined specimens of the millinery and dress making done at the establishment of Mrs. E. C. Vickery, and the results there attained are exceptionally satisfactory, and there has been ample time to form a complete judgment regarding the matter in question, for Mrs. Vickery began operations in 1882, and her business has since rapidly and steadily developed. The premises utilized are located at No. 7 Factory Street. Employment is afforded to seven experienced and painstaking assistants, and orders can, therefore, be filled at short notice, the charges being uniformly moderate. Mrs. Vickery teaches Tailor's square system, and gives personal attention to the executing of every commission, and we have no hesitation in guaranteeing complete satisfaction to the most fastidious customer.

**C. C. Parker**, Publisher and Bookseller, No. 209 Main Street, Nashua, N. H.—This popular publisher and stationer, although established in 1883, has attained a position not reached by any other engaged in the same line. His stock consists largely of all goods belonging to the stationer's trade, and is the only place outside of Boston where fine writing paper is sold by weight instead of by the quire. Here twenty cents will buy a pound of first-class writing paper. Here also can be found the largest assortment of teacher's bibles in the state, together with family and all kinds of lap and hand bibles. All other books in large assortments. Here also any book published in the United States, and not kept in stock can be obtained on short notice at the lowest possible rates. Besides books and stationery, the largest assortment of foreign and American confectionery, found anywhere in the state, is always kept. Great

pains is taken to keep it fresh, and none impure is ever sold. Mr. Parker's chief publication is the new *Excelsior* dictionary, the only small lexicon in the world containing, besides forty thousand old words, a supplement of all the new words, and a complete list of all the slang phrases. This book has already reached the enormous sale of over two hundred thousand copies, and the demand for them is still increasing. The nominal price of \$1.50 enables everyone to possess a copy. Mr. C. C. Parker is a native of Warren, N. H., and his success in business is attributed to his careful study to meet the wants of the people, together with square dealings and courteous treatment which all receive from his and the hands of his competent assistants.

**W. A. Cummings**, Dealer in Music and Musical Instruments, Teacher of Violin, Cornet and Guitar, opp. City Hall, 113 Main Street, Nashua, N. H.—The gentleman whose card we print above has practiced his profession in this city since 1879, and has gained a high reputation both as an enterprising business man and a skilful teacher. The business premises utilized by Mr. W. A. Cummings, are located at No. 113 Main Street, and shared with Mr. Geo. S. Wheeler, dealer in pianos and organs. Mr. Cummings deals in music and musical merchandise of all kinds. He is also director and agent of Cummings Orchestra, which has attained a popularity second to none in the state. Mr. Cummings is a native of Tyngsboro, Mass., and is widely known in Nashua, particularly in the musical circles, being a skilful and painstaking teacher of the violin, cornet and guitar. Those familiar with the methods pursued by Mr. Cummings, will agree with us in stating that his pupils are thoroughly grounded in the essential principles of music, the result being that whatever progress they make is permanent, and is not gained by memorizing certain rules without understanding the reason for their existence. He employs the most effective methods which recommend themselves to his experience, being quite indifferent as to their origin, and shows and feels a keen personal interest in the artistic welfare of all his pupils. His terms are moderate, and we take pleasure in advising such of our readers as wish to attain a knowledge of the instruments mentioned, to confer with Mr. Cummings at their earliest convenience.

**J. A. Fisher**, Dealer in Clothing and Gents' Furnishing Goods, No. 89 Main Street, (Fisher's Block), Nashua, N. H.—There is really no excuse for any man presenting a shabby appearance nowadays, for not only can a neat and durable suit of clothes be purchased for a small sum of money, but all the other articles going to make up a complete outfit are sold at extremely reasonable rates. It is necessary, of course, to use some discrimination in making such purchases, as all dealers are, by no means, equally low in their prices; but if a call be made on Mr. J. A. Fisher, at his store, No. 89 Main Street, (Fisher's Block), Nashua, the caller can feel sure that all he buys will be sold at prices as low as the lowest. Mr. Fisher's goods are perfectly reliable, and are, in fact, guaranteed to prove as represented, so that no fears need be entertained that anything bought of him will not prove satisfactory. The undertaking, of which he is now the proprietor, was founded in 1879, and by his enterprise and liberal business methods, his trade is steadily increasing. Mr. Fisher is a native of Nashua, and very well-known throughout the city. He occupies a store, 25 by 65 feet in dimensions, and clothing, hats, caps, and gents' furnishing goods in general are very largely handled, and the latest fashionable novelties in these goods are early at hand and quoted at bottom prices. The services of two courteous and well-informed assistants are employed, and customers are assured polite treatment and honorable dealings.



**Lucy R. Baker**, Manufacturer of Mittens, Gloves, Hosiery, Infants' Underwear, etc., Nashua, N. H.—Of late years there has been a great and growing demand for finer grades of mittens, gloves, hosiery, underwear, etc., for the public have come to understand the dangers arising from the use of inferior articles of this kind, and now appreciate the fact that "the best is the cheapest" in more respects than one. This advance in public taste is due to a variety of causes not necessary to mention in this place, but prominent among them is the practical proof of the advantages of wearing high-grade knit goods afforded by the enterprise conducted by Mrs. Lucy R. Baker, for since this was started in 1870, by Mrs. J. P. Barber, it has greatly developed, and has been the means of distributing an immense number of such goods among the people. The present owner is a native of Franklin, N. H., and a resident of Nashua since 1842, and has had control since 1877. Very spacious premises are made use of, the main building being three stories in height and 20 x 60 feet in dimensions; and there being a two-story ell, measuring 15 x 24 feet. Mittens, gloves, hosiery, infants' underwear, etc., are very extensively manufactured; how extensively may be judged from the fact that employment is given to one hundred experienced assistants. This is all hand work, and is unsurpassed for fineness, beauty, durability and general excellence. A specialty is made of silk mittens, and very reasonable prices are quoted.

**Miss C. L. Bliss**, Fancy Goods, Infants' Wear, 145 Main Street, Nashua, N. H.—The establishment now conducted by Miss C. L. Bliss, at No. 145 Main Street, was opened by the firm of Price & Bliss in 1880, the present proprietress assuming entire control of the business in 1889. This store has become one of the most popular of its kind in this vicinity. Philosophers tell us there is no effect without a cause, and in the present case the cause is so evident that it can hardly fail to be understood by the least observing. Miss Bliss has always made it a point to keep faith with her customers, to make no announcements not justified by the facts, and to offer no "bargains" that were such only in name. In short, she has built up her business by treating patrons like reasonable and intelligent people, and the result is to be seen in the character no less than in the extent of her trade. Equal consideration is shown to all, and no goods are offered that cannot be guaranteed to prove as represented. The stock is both extensive and varied and comprise fancy goods of all kinds as well as an exceptionally complete line of infants' ware, including the latest novelties and quoted at very low prices. There is a competent assistant employed and customers are served politely as well as promptly.

**C. J. Walton**, Jeweler, 101 Main Street, Nashua, N. H.—Among the best known and most reliable establishments of the kind in Nashua is that conducted by Mr. C. J. Walton, located at No. 101 Main Street. This establishment has a well earned reputation for the excellence of its wares, and the fidelity with which orders entrusted to it are filled, hence its business is prosperous and steadily increasing. This enterprise was started about 1876, by its present proprietor who is a native of Pennsylvania. With the advancement of any community in wealth, intelligence and culture, the fine arts of decoration, and adornment prosper, and the skill and taste of the jeweler is brought more constantly and generally into requisition. Twenty years ago it would have been impossible to have found customers for that class of goods, which are now really in the greatest demand. The stock carried by Mr. Walton, comprises the finest grades of watches, and a beautiful selection of jewelry, also fashionable and commercial stationery, and all the daily, weekly and monthly papers and periodicals. The entire management, of both the jewelry and news department, is under the personal direction of the proprietor, who is a man of judgment, and sound business principles, and of superior taste in the selection of his stock.

**A. M. Follett**, (Successor to J. L. Barker & Co.) Dealer in Staple and Fancy Groceries, No. 65 Main Street, Nashua, N. H.—It is almost an invariable rule that in all centers of business there are certain houses in each line of trade that stand pre-eminent, and have, by close attention to the wants of their customers, a thorough knowledge of the business and purchasing goods direct from first hands, built up a trade that goes ahead of that of many of their contemporaries. Such an establishment in Nashua is the retail grocery house of A. M. Follett. This house was founded in 1886 by J. L. Barker & Co., who was succeeded by the present proprietor in 1889, and now has few, if any, successful rivals in the vicinity. Mr. A. M. Follett has been engaged in the grocery business in Concord for the past eleven years. He employs Mr. J. D. Fullonton as manager of his Nashua establishment, and occupies premises located at No. 65 Main Street, measuring 20 by 75 feet in size. At this store will be found a full and choice assortment of staple and fancy groceries, which embraces everything usually handled by a first-class house in this line of trade, and are guaranteed to be the best goods to be obtained in the market. Constant employment is given to three experienced clerks, and all orders are promptly attended to. Mr. Follett is a native of Fremont, N. H., and widely known in both Concord and Nashua. His high personal character is a sufficient guarantee of the substantial and reliable manner in which all business is transacted. Follett's fine flavoring extracts of the choicest fruits and spices. Lemon, vanilla, orange, rose, peach, almond, Jamaica ginger, nutmeg, cloves, cinnamon, pimento. The success that has attended the sale of these goods may be attributed to their absolute purity and great strength. They are carefully prepared from the best materials to be obtained, are second to none on the market, and the quality will be strictly maintained. Their vanilla is made with the greatest care from the finest selected Mexican vanilla beans alone. Not a grain of tongka or other ingredient is used to cheapen or impair its quality. It has, therefore, the very delightful and exquisite flavor of the best Mexican vanilla, in all its purity and perfection. Housekeepers and others, desiring a perfectly pure extract of extra strength and fine delicate flavor, are requested to give these a trial. Put up in two, four, eight and sixteen ounce bottles, large size proportionately cheaper. All regular dealers have them in stock. A. M. Follett, manufacturer, Concord, N. H.

**Chas. Beaulieu**, Installment Dealer in Spring Beds, Clocks, Comforters, House Furnishings, No. 75 Factory Street, Nashua, N. H.—When a man marries and “settles down,” as it is called, it soon becomes apparent to him that truly “there is no place like home.” To make home as pleasant, cheerful and comfortable as his circumstances will allow, should be the aim of every good citizen, and it is really surprising to see how much can be done in this way, even by a person of very small income. House furnishings were never so cheap as they now are, and if a little patience and determination be exercised, even a small sum of money can be made to go a surprisingly long way. Of course you must make your purchases at the right kind of an establishment if you wish to get genuine bargains, but there is but little danger of the residents of Nashua going to the wrong place, for the store conducted by Mr. Chas. Beaulieu is too well-known to be passed by. This enterprise was established in 1887. The premises utilized are located at No. 75 Factory Street, and are about eight hundred square feet in dimensions, and is one of the most popular establishments in this vicinity, for the people have discovered that very superior inducements to purchasers are here presented, and they are not at all backward in taking advantage of the same. Spring beds, comforters, clocks and house-furnishing goods in general are on hand in such variety that nobody can fail to find what they want somewhere about the store. Ten capable assistants are employed, and the prices quoted in all departments are as low as it is possible on reliable and standard goods. The goods dealt in are sold on installments when desired. Mr. Beaulieu is a native of Canada, and was engaged in the furniture business for ten years in Lowell, previous to establishing his present enterprise in Nashua, and is well-known throughout this section.

**R. T. Smith & Co.**, Dealers in Books and Stationery, Pictures and Picture Frames, 137 Main Street, Beason's Block, Nashua, N. H.—In a book intended for the people, as this is, all information as to how homes may be made beautiful at small expense, cannot fail to be of interest, and hence we need offer no apology for calling attention to the fine display of goods made by Messrs. R. T. Smith & Co., at their well-known establishment at No. 137 Main Street, for there is nothing capable of so thoroughly changing the appearance of a room, or of an entire house for that matter, as books and pictures. Messrs. Smith & Co., offer a very skillfully-selected assortment to choose from, and whether you wish to purchase a new picture, or have an old one re-framed, a large and fine variety will be found at the establishment in question, and as the prices are as low as the lowest no one should neglect visiting this store. Books and stationery of all kinds are extensively dealt in, and comprise the latest publications in books, and most novel designs in stationery. The enterprise in question was founded about thirty years ago, by Mr. R. T. Smith, who was succeeded in 1880 by the firm of R. T. Smith & Son, which was continued until 1889, when the present style of R. T. Smith & Co., was adopted. The present firm is made up of Mr. R. T. Smith, a native of Thelford, Vt., and Mr. A. T. Smith, of Hanover, N. H. Two competent assistants are employed and a prosperous retail business is done. The firm have shown both liberality and foresight in the management of their business, and fully deserve the success they have won.

**Indian Head National Bank**, of Nashua, N. H.—Nearly 40 years have elapsed since the incorporation of the Indian Head Bank, and it may be safely asserted that no other 40 years in the history of the country have been so productive of radical changes in every department of manufacturing and trade. No revolution, no matter how peaceful it may be, can take place without seriously affecting values, without ruining some vested interests and creating others of even greater importance,

and it therefore goes without saying that the successful management of a financial institution during such a transition period as we have noted, requires ability of a high order as well as strict and steadfast integrity under all circumstances and in the face of the strongest temptations. The present standing of the Indian Head National Bank no less than its past record shows how fortunate the institution has been and is in its officers, and the more closely this record is looked into the more clearly it becomes evident that the residents of Nashua and vicinity have excellent reason for the pride they take in the institution, and the absolute confidence they have in its methods and in its future. It is impossible to conceive of a bank more closely identified with local interests, for a more representative financial institution does not exist and there can be no question but that the policy of the management will be in the future as it has been in the past to give the preference to Nashua enterprises whenever such a course can be followed with due regard of interests to the bank. From the very nature of things it is impossible, and unadvisable even were it possible, to give individual instances in detail where this bank has rendered aid which enabled important undertakings to weather financial storms which might otherwise have destroyed them and in so doing have worked incalculable injury to the community as well as to individuals, but it is not necessary to give such instances in order to assure a continuance of hearty popular support for an institution which already holds so high and well-deserved a position in the public esteem. Incorporated in 1851 and actively carried on ever since, the bank has never been identified with an unworthy transaction, and it is a perfectly safe assertion that under the present management it never will be. The institution has a capital of \$120,000, occupying a central and accessible location in the N. & L. Railroad Building, Railroad Square, and is in a position to perform all business entrusted to it with fidelity and despatch. The following is a list of officers:

PRESIDENT,	C. H. Campbell.
VICE-PRESIDENT,	D. A. Gregg.
CASHIER,	Frank A. McKean.
ASSISTANT CASHIER,	Ira F. Harris.

#### DIRECTORS.

A. G. Reed,	E. F. McQuesten,	V. C. Gilman,
W. H. Beason,	D. A. Gregg,	C. H. Campbell,
	S. H. Tolles.	

**A. W. Snow**, Dealer in Hard and Soft Lumber, Hard Wood Flooring a specialty, 48 and 50 Main Street, Nashua, N. H.—The rapidly growing popularity of Hard Wood floors is the result of two things—first the increased attention now given to interior decoration (for a well-made floor is as truly a “decoration” as is a stained-glass window) and second the well-founded conviction that carpets, and in fact all floor-coverings with the possible exception of oil-cloths, are very undesirable from a hygienic point of view, being great absorbers of dirt and when once dirty being very difficult to clean without injury. To be sure, hard wood floors cost money, but so do carpets or even matting, and at the end of ten years at the utmost, your carpets are used up, while a well-laid floor made from good stock, far from being injured is positively improved in quality. The question of stock is of the very first importance, and builders and other large consumers who wish to put down floors that will give satisfaction and help to create a demand for more, would do well to place their orders with Mr. A. W. Snow who deals in hard and soft lumber in general, but makes a leading specialty of hard wood flooring, and is prepared to furnish the same in wholesale lots at the lowest market rates; the quality of the stock being of a character that will stand the severest examination. Mr. Snow has an office at Nos. 48 and 50 Main Street and fills orders directly from the mill where it is manufactured. Mr. Snow is very widely and favorably known in New England business circles.

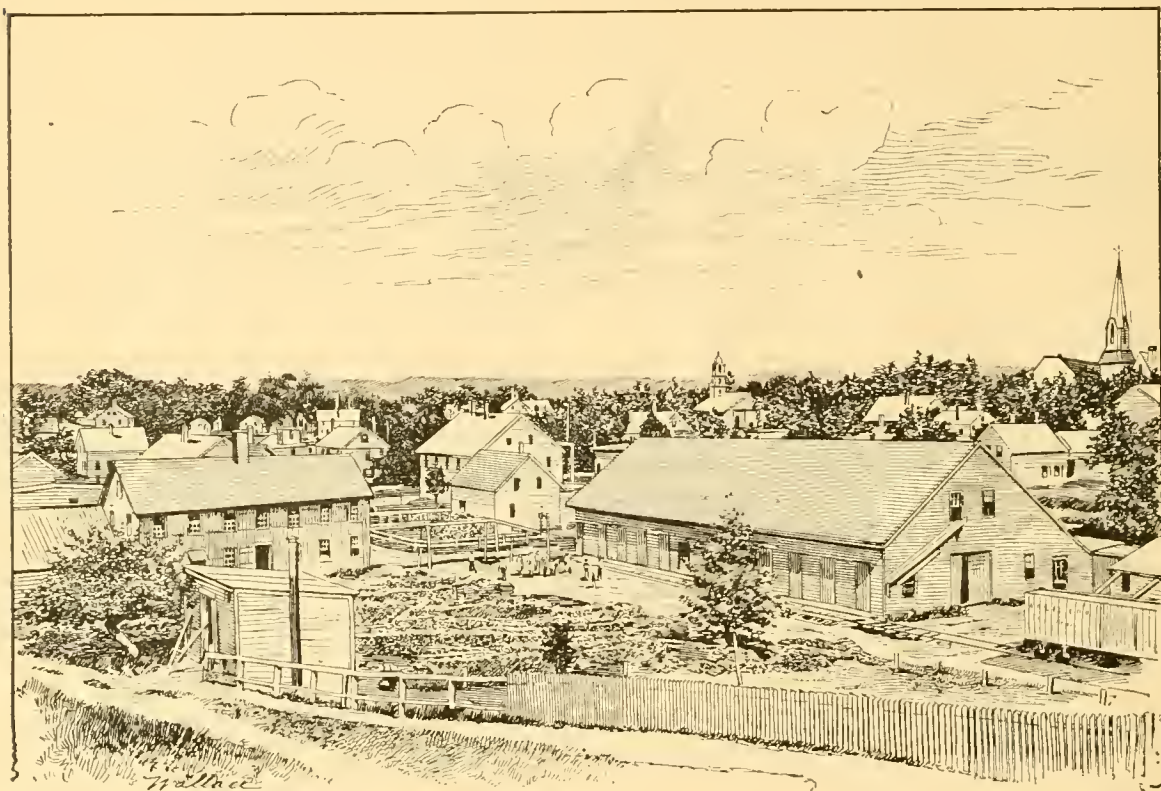
# HISTORICAL SKETCH OF MILFORD, N. H.

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Milford enjoys the distinction of being the largest town of the largest county in New Hampshire, and it is also notable among New Hampshire towns by reason of its containing no natural lake or pond, and no mountain or especially prominent hill. Comprising a large proportion of intervale land, its soil is well adapted to the raising of fruit, grain and hay, and agriculture is consequently largely engaged in, although manufacturing is by no means neglected. Unquestionably, the most famous production of the town is granite, for "Milford Granite" is celebrated for its many admirable qualities, and the steadily growing popularity of that stone as a monumental and building material is sure to prove of great benefit to the community in the future; the present quarrying interests, as extensive as they are, being but an earnest of what they will eventually become. The town has an area of 15,402 acres, and, despite its containing no pond, is reasonably well watered, the beautiful Souhegan River running through it, and affording considerable available power during its swift but circuitous course. Various streams and brooks empty into this river within the town limits, and at certain seasons the broad intervale lands are completely hidden by the floods from the highlands in adjacent towns, but no damage is done thereby,—on the contrary fertility is assured, and intervale crops are almost as certain as taxes—and considerably more welcome.

The centennial anniversary of Milford's birth will soon be here, and it is safe to predict that it will be publicly and appropriately celebrated, for the townspeople are appreciative of the importance of such an occasion, and when Amherst (within whose limits a portion of Milford was once located) observed her centennial, in 1860, they took an active part in the ceremonies. All the territory included in Milford was originally supposed to be in Massachusetts, but on the establishment of the state line in 1741, it was seen to be within New Hampshire jurisdiction. The town was incorporated January 11, 1794, the necessary act being entitled: "An Act to incorporate the south-westerly part of Amherst, the north-westerly part of Hollis, the Mile Slip and Duxbury School farm into a town, and to invest the inhabitants thereof with all such privileges and immunities as other towns in this State hold and enjoy." Milford has never been called upon to part with any of her original territory, but on the contrary it has been added to; 150 acres being taken from Amherst in 1843, and a small tract from Lyndeborough in 1873. The first settlements were made in the lands comprising the town about half a century before its incorporation, and in 1741 the proprietors of Souhegan West granted 120 acres of land "adjoining the falls of the river, extending to the foot of the falls," to John Shepard, provided he would "build a good grist mill, keep it in repair and grind grain for the inhabitants of Souhegan West for the customary and law-

ful toll." Shepard performed his part of the agreement to the entire satisfaction of all parties concerned, and it was indirectly from his mill that the subsequent town took its name, for the river was forded near by, the crossing place being known as the "mill ford." His name is about the only one borne by the more prominent of the early settlers which has not become familiar in



BIRD'S-EYE VIEW OF MILFORD,  
From W. E. Pierce & Co.'s Wooden-ware Factory.

this vicinity, for such names as Crosby, Hutchinson, Towne, Burns and Bradford sound very "homelike" to residents of Milford, and have been well and favorably known in the community from the very first. March 4, 1794, the first town meeting was held, and Jacob Flinn was elected moderator, Augustus Blanchard town clerk, and Augustus Blanchard, Jacob Flinn and Benjamin Hutchinson, selectmen. William Crosby was chosen town treasurer and Benjamin French, constable. There were but 25 votes cast for governor at this meeting, and it is probable that the total population of the town did not exceed 700, there being 139 tax payers. There was no settled minister until some time after incorporation, although a church parish had been organized in 1782, and a meeting-house built in 1784. The frame of this house was raised by the aid of a barrel of rum, two barrels of cider and a quarter of sugar; and September 2, 1784, it was voted "to board and shingle the meeting-house frame, and that the job be let out to the lowest bidder." The building was originally perfectly plain, but porches and other improvements were added from time to time, and it was ten years before the edifice was really completed. It was used as a town house as well as a church, and in 1847 was removed to a point four rods north-east of its original location, and fitted up as a town hall. Stores were provided under the hall, and the basement was equipped as an engine house, etc. The building stood here a little more than a score of years, being again

moved, in 1869, to a lot near the bridge, on the west side of the village square. It was thoroughly repaired and refitted, and sold to private parties, an elegant new town house being built to discharge some of the functions it had so long performed.

The first settled minister of Milford was Humphrey Moore, a graduate of Harvard, 1800. He was called to this town April 26, 1802, and decided to accept the offer after long deliberation, his letter of acceptance being dated August 2, 1802. He was ordained October 13, 1802, and was dismissed March 9, 1836. Mr. Moore was a man of great force of character, ripe scholarship and uncompromising opinions, and his career in Milford was creditable to the town and to himself. He died here April 8, 1871—69 years after he was called to Milford, and in the 93d year of his age. During the first seven years of his pastorate there was no church but his in town, this state of affairs being ended by the organization of "The First Baptist Church in Milford," September 5, 1809. Up to 1818, this church worshipped in the school house in District No. 2. The first Unitarian society was organized in 1833, and meetings were regularly held, but this denomination had, as a general thing, no settled minister, and no great progress was made prior to the organization of the present society, in 1870. Eight years later the construction of a church was begun, and although the determination of the society to avoid debt delayed the work materially, the results attained amply compensate for this, for the building is unique in design, very thorough in construction, and ranks with the handsomest church edifices in the state. The Methodists have



UNITARIAN CHURCH, MILFORD.

maintained a society in Milford for about 35 years, the records showing that they were given the free use of the town hall in 1855 and 1856. The Roman Catholics also have a church in town, but its membership is very small, compared with that of most of their churches.

The schools of Milford have always been generously maintained, and in point of practical efficiency have been and are to-day equal to any in New England carried on under similar conditions. The Milford High School is especially popular and well-managed, its standing being such that the residents of many adjacent towns send their children to this institution.

As early as 1796, the question of a public or semi-public library was agitated, and residents of

Milford and Amherst were incorporated as "The Milford Social Library Proprietors." The enterprise was prosperous for many years but gradually lessened in popularity, and in 1832 the corporation's property was disposed of at public auction. In March, 1841, School District No. 1 appropriated \$100 for the purchase of books to be used in that district, and \$75 more was appropriated the following year. In 1843, \$90 more was voted, and the privileges of the library extended to the whole town, residents of other school districts having to pay a small sum for the use of each book taken out by them. The library was sold at auction in 1860. March 10, 1868, the town appropriated \$500 for the establishment of a free library, and the following year the proprietors of the agricultural library, which had been organized in 1862, gave the books to be merged in this institution. It has since been liberally supported, and is now in a very flourishing condition.



UNION SQUARE, MILFORD, N. H.

The enterprise of the townspeople is indicated to some extent by their town hall, which was built in 1869-70, and is one of the handsomest and most convenient in the state. It is constructed of brick and granite, and at the head of the first stair-case and facing the entrance, is a black walnut case inclosing five marble tablets upon which the names of those who fell representing the town in the Rebellion are inscribed. There are 53 names, for Milford bore a prominent part in that momentous struggle, and her sons never flinched when duty called. The hall was dedicated with impressive ceremonies, April 27, 1870, the festivities being concluded by a grand ball held in the commodious new hall.

The industrial history of Milford is of great interest, but lack of space forbids our giving it the detailed mention it deserves. The first attempt to carry on manufacturing was made in 1814, by

"The Milford Cotton and Woolen Manufacturing Corporation," who had been incorporated in 1810. Cotton yarn was the original production, and the making of cotton cloth by power loom was added in 1824. This company suspended business in 1833, and was succeeded in 1837 by a new and energetic company which organized and operated one of the most profitable enterprises in the town's history. June 23, 1847, the "Souhegan Manufacturing Company" was incorporated, a factory designed for 4,000 spindles being erected the same year. The original tannery was built in 1837, and the tanning business has had considerable to do with the development of the town. Boot and shoe manufacturing is another prominent industry.

The cooperage business is a notable local industry, as is also the furniture, fancy box and toy business, and the manufacturing of post office boxes and fittings. There is a national bank and a savings bank in town, both of which are in excellent condition. The importance of the granite business has already been referred to, and it is in this direction one must look to see what is destined to be the most productive future source of wealth.

As a trade centre Milford has few rivals in New England among towns of no greater population, for her merchants are numerous, reliable and enterprising, and attract trade from all the adjacent country. The local farmers send over \$50,000 worth of milk to Boston annually, and this business is steadily increasing.

Among the natives of Milford have been many who have made their mark in the world, but it is safe to say that the Hutchinson family have done more than any other to spread the reputation of the old town. A more remarkable family of singers never existed, and their services in the cause of Abolition form a prominent part of the history of that wonderful movement. When the family lived on the old homestead and attended divine service, the church would be crowded by people coming from near and far to hear them sing.

## LEADING BUSINESS MEN OF MILFORD, N. H.

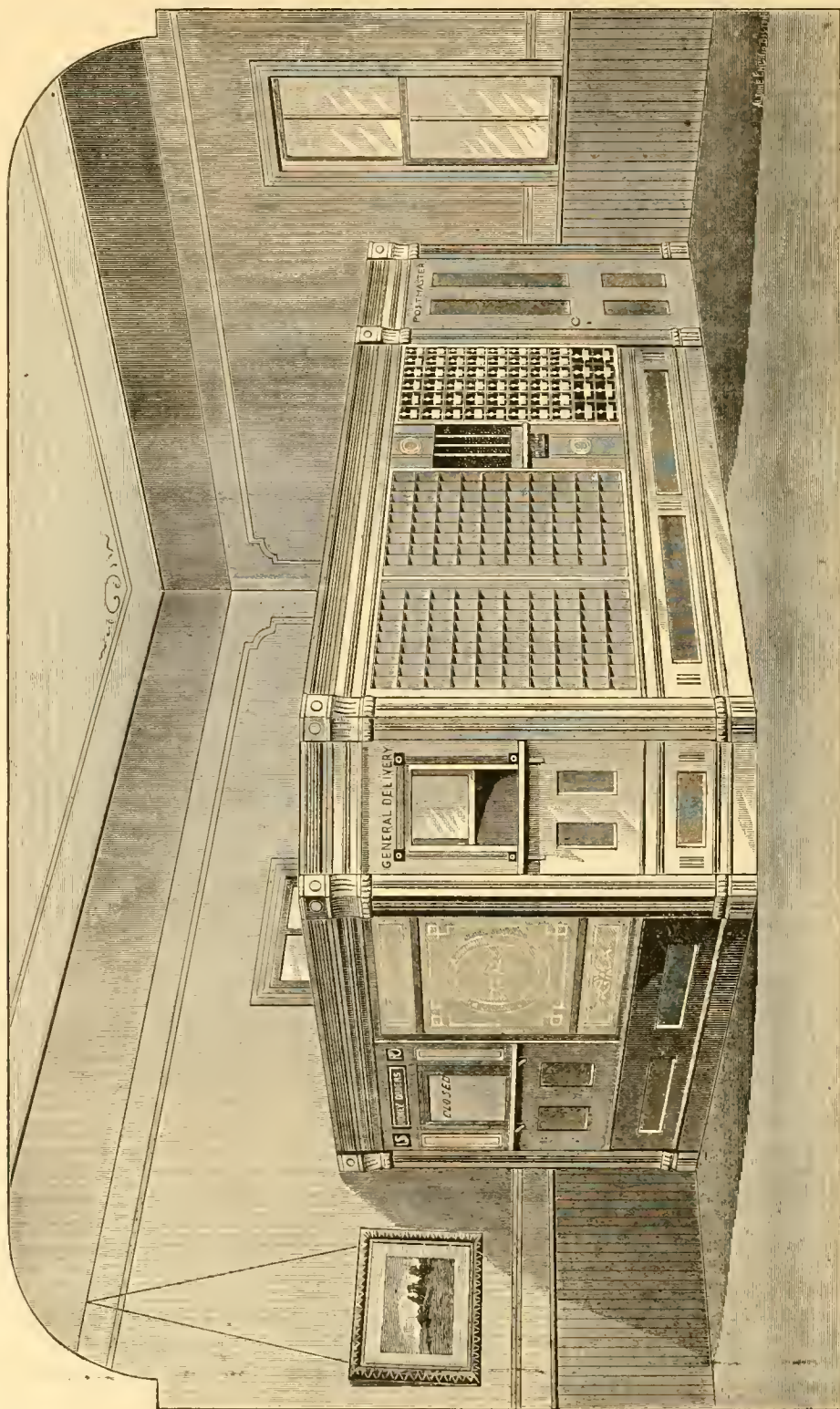
**John McLane**, Manufacturer of Complete Postoffice Outfits; Patent Wire Bottomed Lock and Call Boxes a specialty; Offices: Chicago, 205 Lake Street; Boston, 57 Sudbury Street; Washington, 629 F Street; Factories, Milford, N. H.—The business conducted by John McLane was founded about seventeen years ago, but it was carried on in a small way until it came into the possession of the present proprietor, who is a man of energetic and enterprising methods, and has spared neither trouble nor expense to develop the undertaking; with what success may be judged from the fact that more than seven thousand postoffices are now supplied with his productions, while the demand for them is steadily increasing. Mr. McLane is a native of Scotland, and has been identified with his present business a little more than a decade. He is a director and vice-president of the Souhegan National Bank, has served as state representative, and has done much to advance Milford's interests, being prominent in town affairs, and a leading member of the Improvement Society. Mr. McLane manufactures complete post office outfits, making a specialty of patent wire-bottomed call and lock boxes. These boxes are conceded to be the best in the market, being handsome, convenient, clean and secure; and convincing testimonials

can be shown to establish the point that they never fail to give complete satisfaction. A very extensive plant is devoted to their manufacture, so that all orders can be filled at short notice; and it is worthy of note that Mr. McLane ships postoffice outfits to every state and territory in the Union, and guarantees their safe arrival at any railway station. He uses the most improved machinery, driven by a one hundred and twenty-five horse engine, and the process of manufacture is so thoroughly systematized that the utmost accuracy and economy are attained, enabling him to quote low prices on uniformly superior goods. Branch offices are maintained at No. 205 Lake Street, Chicago; 57 Sudbury Street, Boston, and 629 F Street, Washington, D. C., and all orders left at these points or sent directly to the Milford factories, are assured immediate and careful attention.

SEE NEXT PAGE FOR

Illustration of Post Office Outfit

Manufactured by Mr. McLane.



COMPLETE POSTOFFICE OUTFITS MANUFACTURED BY JOHN McLANE, MILFORD, N. H.

**Hotel Howison,** George V. Tarleton, Proprietor, Milford, N. H.—Even if we had the necessary data at hand to enable us to give the names of all who have managed the property now known as Hotel Howison, it would hardly be expedient to do so, for it has been utilized for hotel purposes for about a century, and it is hardly necessary to add that the list of proprietors would be a very long one. In 1884, it came into the possession of Mr. Frank Newell, who was succeeded in 1887 by Mr. John Kenney, and he in 1889 by the present proprietor, Mr. George V. Tarleton, who is a native of this town, and has a very large circle of friends throughout this section. Mr. Tarleton having for the past eighteen years an unlimited experience as caterer, having spent seven years at the Fabyan House and four years at Profile House, White Mountains, of New Hampshire. Also several years in the South, having acted for O. G. Barron in opening the new Putnam House, Palatka, Fla. The Howison was called the "Union Hotel" until 1889, and despite its age, it is a thoroughly comfortable and modern house in its appointments, for it has been materially enlarged from time to time, and under its present management has been thoroughly renovated, and, in fact, made "as good as new," as the saying goes, in every respect. The hotel contains twenty sleeping rooms, is heated by steam throughout, and affords comfortable accommodations at all seasons; everything in and about the premises being kept in first-class condition, and the service being especially prompt and efficient, employment being given to from twelve to fifteen assistants. When Mr. Tarleton assumed control, he announced his determination to spare no pains to make it home-like to all, and if the verdict of his guests is to be accepted as final, there is no doubt but that he has carried that policy out to the letter. The table is bountifully supplied with seasonable and well-cooked food, and the bill of fare is varied enough to suit the most diverse tastes. Regular and transient boarders will be accommodated at reasonable rates, and summer tourists will find the Howison a most agreeable and convenient house to put up at, as it is located in a beautiful and healthful country, and is adjacent to many special points of interest, among which are the following: Famous Ponema Spring, three miles; Federal Hill, three miles; Amherst Mineral Spring, five miles; Mount Vernon Heights, five miles; Purgatory, six miles. Milford is rapidly gaining in favor as a summer resort, and the pleasant company one meets here is by no means the least powerful attraction. Mr. Tarleton is ably seconded by his very obliging and capable clerk, Mr. Elbridge G. Smith, who has had many years experience in hotel life, both as proprietor and clerk. He is faithful and obliging, and thoroughly understands every branch of the hotel business. Mr. Smith has hosts of friends, and is very popular with every one who chances to meet him.

**W. E. Peirce & Co.,** Wholesale Cooperage, Manufacturers of and Dealers in Barrels, Kits and Kegs, Milford, N. H.—The immense variety of articles, comprised within the general title of "wooden ware," is appreciated by but few outside of those engaged in handling them, and doubtless many of our readers will be surprised to learn that the productions of a single Milford concern carrying on this branch of industry are so many in number that a complete list of them would occupy an entire printed page. The firm in question buy the trees in the woods and make into anything wanted, and as they utilize an extensive plant of improved machinery, and employ from twenty-five to one hundred experienced assistants, they are in a position to fill the heaviest orders at short notice, and to quote the lowest market rates on any and all of the articles manufactured. The business was founded in 1850, by Messrs. Putnam, Chase & Co., and in 1861, came under the control of Messrs. W. L. Peirce & Co., Mr. Peirce having previously carried on a similar enterprise in Manchester. His son, Mr. W. E.

Peirce, was born in that city, and being literally "brought up in the business," is thoroughly familiar with it in every department, and succeeded to its ownership in 1878 under the firm-name of W. E. Peirce & Co. The premises utilized comprise among others two buildings measuring 40 x 70 feet each, and a third building, two stories in height and 150 x 50 feet in dimensions, located near the railroad, and used as a storehouse. (See cut in historical sketch). Among the more prominent articles manufactured may be mentioned barrels, kits and kegs, for fish, syrup, lard, pickles, tripe, provisions, etc., together with dry packages, such as coffee, tobacco and nail kegs, and any package of white pine of less than twenty gallons capacity. Turned and solid ware and irregular goods, clothes pins, rolling pins, wood spoons, butter spats, lumber, boards, stock blanks, and all manufactures of eastern woods are also produced, and special goods will be made to order and painted or finished in any style. Equal inducements are offered to purchasers of fine goods and coarse work, and the firm are prepared to quote prices on any wooden article delivered anywhere in the union. Orders have been shipped to such distant points as New Orleans and San Francisco, and the magnitude of the business is such that four thousand cords of wood have been used in a single year.

**Holt Bros.,** Dealers in Chicago Dressed Beef, Pork, Mutton, Poultry, Fruits, Vegetables and Provisions of all kinds, Butter, Cheese, Eggs and Canned Goods, No. 4 Wadleigh Block, Nashua Street, Milford, N. H.—For three years past the very attractive store of Holt Bros. has been one of the popular sources for the supply of meat in this section of Milford, and this establishment is constantly increasing in public favor and patronage. Messrs. Holt Brothers are natives of Wilton, N. H. The premises occupied are 25x50 feet in dimensions, and are very complete in their appointments, being provided with every requisite for the proper conduct of the business in all seasons. These gentlemen are dealers in Chicago Dressed Beef, Pork, Mutton, Poultry, Fruits, Vegetables and Provisions of all kinds, Butter, Cheese, Eggs and Canned Goods of the best brands. This store is located at No. 4 Wadleigh's Block, Nashua Street, Milford, N. H. Customers are assured courteous and attentive service, and the entire establishment is conducted in a systematic and honorable manner. Besides dealing extensively in the above named goods which embrace all one could expect to find in a first-class meat market, these gentlemen do some butchering. They have proved to be smart business men, and are deserving of the confidence and esteem of their patrons and fellow citizens generally.

**J. M. Laws,** Ladies' and Gents' Fine Boots, Shoes and Slippers, opposite Post-office, Milford, N. H.—This is a well appointed store, and all customers are treated in a courteous and intelligent manner. Mr. Laws is enabled to anticipate and fully meet the wants of the public, in the various styles of goods in which he deals. The stock carried is a large and finely selected one, consisting of Fine Boots, Shoes and Slippers for Ladies and Gentlemen. A fine assortment is shown, comprising goods especially adapted to street and party wear, and the latest novelties in this department are early at hand. Mr. J. M. Laws succeeded Mr. F. H. Goss in this business in 1888, and is building up a large and thriving trade by reason of the able and honorable manner in which he has served his customers. His store is 20x40 feet in dimensions, and is located opposite the Post-office in Milford, N. H. Mr. Laws is a native of Sharon, N. H. He is highly esteemed among the business men as well as in the social circles of this vicinity. He is the Town Clerk, which position he has held for the last fifteen years. He fully deserves the extensive patronage he receives, and all goods are warranted, and the prices are moderate and just.

**W. L. Winslow**, dealer in Lime, Cement, Brick, Hair, Sand, Drain Pipe and Plaster, Milford, N. H.—Neither lime nor cement are very imposing things to look at, and were we not aware of the immense importance these humble articles possess in building and manufacturing, we might not consider them worthy of even passing notice. But look at what they do! The most massive walls, the most magnificent structures are held together by the apparently insignificant articles we have mentioned, and not only the architectural beauty of our cities and towns, but the very lives of the community are dependent upon lime and cement. It is but a year or so ago since a whole block of new buildings fell in the city of New York, causing considerable loss of life, and all because of the defective character of the mortar used, by reason of the greed of the contractor. To obtain a meritorious and really reliable article, it is necessary to patronize a meritorious and really reliable dealer, and certainly those who have had dealings with Mr. W. L. Winslow doing business in Milford, will not think of disputing that he is worthy of being described in just such terms. Mr. Winslow does both a wholesale and retail business in lime, cement, fire-brick and all kinds of pressed brick, hair, sand, drain pipes and plaster. Competent assistants are employed, and orders are attended to as soon as received, and prices are in accordance with the very lowest market rates.

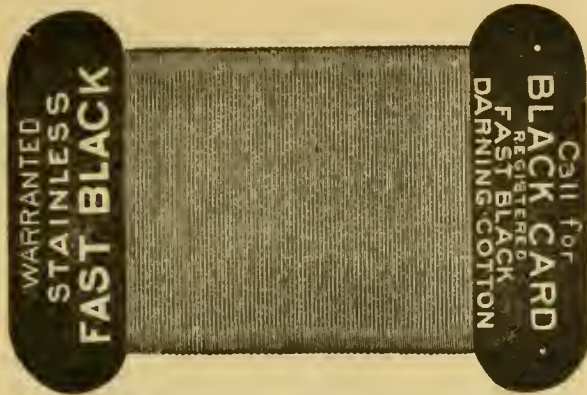
**E. C. Batchelder & Co.** Dealers in French and American Dry Goods, Small Wares, Paper Hangings, etc., Milford, N. H.—It is unquestionably a fact that the larger a stock is, other things being equal, the more chance there is to find just what you want at that store, but many people make the mistake of judging the attractiveness of a stock by its size alone, and so jump at the conclusion that the great city dry goods stores, for instance, offering the immense assortments that they do must consequently offer inducements which no smaller establishment can equal. Now this by no means follows, for making the comparison between a great city store and that conducted by Messrs. E. C. Batchelder & Co., in this town, it will be found that while of course the city store contains much the larger stock, that carried by Messrs. E. C. Batchelder & Co. is selected expressly to suit local trade, and is actually more desirable for residents of Milford and vicinity to choose from. And another thing. The city store caters more to transient than to regular customers; the Milford firm must depend for its support principally upon regular patrons, and hence consults its own interests by striving to make every customer a permanent one by treating him or her honorably and liberally. A large proportion of the residents of Milford and vicinity appreciate the advantages gained by patronizing home enterprises, and hence Messrs. E. C. Batchelder & Co. do a large business, and are thus enabled to buy and sell cheaply. Operations were begun more than thirty-five years ago by Mr. E. C. Batchelder, who is a native of Amherst, N. H., and in 1889, became associated with Mr. A. J. Hutchinson, a native of Beloit, Wisconsin. A very clean, varied and generally attractive stock of English, French and American dry goods, small wares, paper hangings, etc., is constantly on hand, the latest novelties being well represented. Three competent assistants are employed, and prompt and polite attention is assured to every caller.

**A. E. Wheeler**, Fish, Oysters, Canned Goods, Fruit, Nashua St., Milford, N. H.—There is hardly a physician of any note but what will agree that it would be well for the health of the community as a whole if more fish and less meat were consumed, for although meat is a valuable and healthful article of food still it is hurtful when eaten to excess, and three families out of five unquestionably do consume too much of it. The residents of Milford are very fortunate as far as the fish supply is concerned for our local markets are supplied at all

seasons with an abundance of fresh and salt water fish and with ocean food of all descriptions as for instance oysters, clams, lobsters, etc. Among Milford's retailers of these products we take pleasure in making especial mention of Mr. A. E. Wheeler doing business on Nashua street for he not only carries an attractive and varied stock of thoroughly reliable fish, oysters, canned goods, fruit, etc.; but he quotes prices as low as the lowest and caters to all classes of trade making it a point to show uniform courtesy to every caller. This establishment was founded in 1882 by Messrs. Perkins & Wheeler and so conducted until 1884 when Mr. Wheeler assumed the full control of the business, and quite an extensive trade has been built up a large proportion being regular customers. Mr. Wheeler deals in fresh and salt fish, and shell fish of all kinds, making a specialty of oysters which he furnishes in quantities to suit at the lowest market rates. Canned goods and fruits are also dealt in and no trouble is spared to handle only such articles as will prove just as represented.

**J. E. Bruce**, Dealer in Groceries, Crockery and Glassware, choice Teas and Coffees a specialty, Milford, N. H.—It is safe to say that no better known or more truly representative business enterprise can be found in Milford than that conducted by Mr. J. E. Bruce, for this is one of the oldest established business houses of this kind in this section, and its proprietor is a prominent and representative merchant in the full sense of the term, not only on account of his long and honorable business career but also by reason of his having been active in public life and thus becoming widely known in other than business circles. Mr. J. E. Bruce is a native of Mt. Vernon, N. H., and has served as Selectman, as Overseer of the Poor, as Town Clerk, as Town Treasurer and as Representative to the Legislature. The enterprise with which he is identified was inaugurated in 1848, by Messrs. J. E. Bruce & Co., who were succeeded in 1851 by Messrs. Bruce & Tyler. In 1853 a removal to the present location was made and in 1861 Mr. Bruce assumed sole control. He deals extensively in groceries, crockery, glassware, etc., carrying a large and carefully chosen stock and making a leading specialty of choice teas and coffees. His goods are uniformly reliable, his prices uniformly low, and as employment is given to two efficient assistants and prompt service thus assured to all, it is no wonder that his establishment should be one of the most popular in town.

**J. Shannahan**, Dealer in Boots, Shoes and Rubbers, Milford, N. H.—If there be one line of expenditure in which extravagance is excusable it is in the purchase of foot-wear, for one's appearance and comfort are so largely dependent upon the character of the foot-coverings worn, that it is always advisable to "get the best" when the choice of boots and shoes is in question. Happily there is no need of spending large sums of money in order to get shoes that will fit well, look well and wear well, for improved manufacturing methods have reduced prices to a minimum, and put comfortable and stylish goods within the means of all. Of course, there are some retailers who quote lower figures than others, but residents of Milford need not search far to find a store where desirable goods are offered at bottom figures, for Mr. J. Shannahan has established a wide-spread reputation for that very practice, and his establishment is consequently very popular among discriminating buyers. Business has been carried on by Mr. Shannahan for about thirty-five years, and is the oldest shoe store in Milford. The store utilized is 18 by 30 feet in dimensions and is stocked with boots, shoes and rubbers of every description. Mr. Shannahan has the exclusive sale in Milford of the W. L. Douglas shoes and the assortment is so complete in every department that all tastes can be suited at very reasonable rates.



The Morse & Kaley Manufacturing Co., Manufacturers of Ball Knitting Cotton; Established 1840; Milford, N. H.—An enterprise, which has been successfully conducted for half a century, may reasonably claim especially prominent mention in such a book as this, and certainly none of our Milford readers will think of denying to the undertaking carried on by the Morse & Kaley Manufacturing Company the right to be classed among the most truly representative industries of the town. It was founded by Mr. T. Kaley in 1840, was continued by Messrs. Morse, Kaley & Co., and passed under the control of the present company on its incorporation in 1883, with a capital of \$50,000. Mr. F. E. Kaley is treasurer, and Mr. L. C. Billings, superintendent, both these gentlemen being thoroughly familiar with the practical details of the business, and fully competent, as well as determined, to maintain the enviable reputation it has held so long. The company is engaged in the manufacture of ball knitting cotton, and operates a most complete and efficient plant of improved machinery especially adapted to this purpose; both water and steam being available for motive power, so that the business can be carried on without interruption at all seasons, the engine being of seventy-five horse-power, and capable of driving all the machinery in use. The mill comprises three stories and an attic, and measures 40 x 120 feet, there also being a commodious picker room, an engine room and an office. Employment is given to from fifty to sixty assistants, and the product is distributed all over the country, being supplied to retailers by the leading jobbers of New York, Boston, Chicago, and other great trade centres. Both as regards quality and price, it will bear the severest comparison with any goods of a like character in the market, and after years of trial, it is firmly established in the esteem of both dealers and consumers. The ball knitting cotton made by this company is warranted to weigh sixteen ounces to the pound, and is manufactured in all numbers of white, and all the fashionable shades. It is sold by all first-class dry goods and trimming stores, and is conceded by competent judges to be superior to all others for the purposes for which knitting cotton is used. Our lady readers will be particularly interested to learn that after repeated and costly experiment and months of labor, the company has produced an absolutely stainless fast black darning cotton, which is warranted not to injure the strength of the yarn, fade or turn green, and which will stand the acid test. As there are many so-called "fast" black darning cottons on the market, which are fast only in name, the company has obtained for the protection of customers the SOLE RIGHT to use a BLACK CARD for darning yarns, and have registered it as its trade mark. Therefore, by calling for the "BLACK CARD" fast black darning cotton, you are assured of getting a perfect article. Each card is warranted to contain over thirty yards, and to help our readers in avoiding imposition, we present a fac-simile above.



H. H. Barber, Dealer in Dry Goods, Millinery, Carpets and Paper Hangings, Milford, N. H.—It is to the fair sex that the dealer in dry goods, millinery, etc., looks for the bulk of his patronage, and as this is the case, it is evident that among the ladies can the popularity of an establishment of this kind be best ascertained. Abiding by the verdict there obtained, we have no hesitation in according a prominent position to the enterprise carried on by Mr. H. H. Barber, for this undertaking must be well worthy of patronage or it would never receive the many warm commendations we have heard bestowed upon it. Mr. Barber was born in Nashua, N. H., and began operations here in 1879, succeeding Gray & Howard. The premises utilized comprise one floor and basement, each twenty-five hundred feet in dimensions, and fully occupied with a heavy and skillfully selected stock of dry goods, millinery, etc., of standard quality, embracing many of the latest and most fashionable novelties of the day. In the line of carpets and paper hangings such decided inducements are offered as to more than repay the trouble of a visit, and we need not remind those who have had dealings with Mr. Barber, that every article leaving his store is sure to prove just as represented. Employing from ten to fifteen efficient and always courteous assistants, he is able to assure all callers quick and polite attention, and, as is well-known, makes it a point to allow no one to undersell him.

Thos. Winters, Contractor and Builder, shop rear of Burns Block, Milford, N. H.—The work of the contractor and builder may be said to precede that of nearly every other trade, for houses and stores must be built before they can be occupied, and no surer index of the commercial prosperity of a community is known than that afforded by the condition of the building industry. We have therefore given this branch of trade considerable prominence in this book, and take pleasure in mentioning among the most reliable contractors and builders to be found in this vicinity, Mr. Thos. Winters. This gentleman has been engaged in business in Milford and vicinity for several years, and is well known throughout the trade for the thorough character of his work and the conscientious manner in which all agreements are carried out. The premises utilized are located in the rear of Burns Block, and all necessary facilities are at hand to give prompt and skillful attention to orders for building of all descriptions. Seven to eight assistants is the average number employed, and this force can easily be increased at short notice, when occasion requires. Mr. Winters is very moderate in his prices, and by using honest material and insisting upon honest workmanship, he has gained a high and well-deserved reputation.

**Souhegan National Bank, Milford, N. H.**—The enterprise now carried on by the Souhegan National Bank had its inception fully 35 years ago, for this institution was incorporated as a state bank in 1855, being reorganized under the national banking laws ten years later, and having its charter extended in 1885. The bank has been thoroughly well managed from the first and stands today in the front rank of such financial institutions as occupy a similar field of usefulness, being firmly grounded in the confidence of the business community, and being conducted with especial regard to the development and protection of home enterprises. Without disputing the fact that "business and sentiment cannot successfully be mixed" it may still be asserted that sentiment may sometimes be a potent factor in directing the operations of a purely business undertaking, and indeed the most sternly practical men will admit that judicious public spirit is essential to the building up of a solidly successful business of any magnitude. As the officers and directors of the Souhegan National Bank are thoroughly and practically familiar with local needs and local resources it is obvious that they are excellently well-fitted to direct the affairs of the institution, and indeed the record it has made affords convincing proof of intelligent and able management; while the carrying of a surplus fund of more than \$35,000 on a capital stock of \$100,000 shows that the management is conservative as well as progressive. But the citing of specially chosen figures such as these may convey an entirely erroneous idea of the standing of an enterprise and therefore we present a complete detailed statement of the condition of the bank at the present writing, January 21, 1890:

RESOURCES	LIABILITIES
Loans and Discounts, \$166,915.11	Capital Stock, \$100,000
United States Bonds, 25,000	Bills Emitted, 22,500
Cash, 20,884.31	Surplus Fund, 35,389.02
Nat. Bank Redemption, 27,106.43	Deposits, 93,586.76
Other Stocks, Bonds, &c., 2,000	Interest, 644.79
Real Estate, 3,000	
Taxes and Expenses, 79.72	
Premium, 6,000	
Redempt'n Fnd., U. S. Tr. 1,125	

\$252,110.57

\$252,110.57

This is certainly a gratifying showing and reflects great credit on the officers and directors, a list of whom is herewith given: President, C. S. Averill; Vice-President, John McLane; Cashier, F. T. Sawyer; Assistant Cashier, F. W. Sawyer; Directors, C. S. Averill, John McLane, Henry H. Barber, James E. Webster, Frank Hartshorn.

A general banking business is done, including the reception of deposits, collection of drafts, discounting of approved commercial paper, etc., and the accounts of corporations, institutions, business firms and individuals will be received on favorable terms.

**J. A. Wheeler, Crockery, Glass, Stoneware, etc., Mrs. J. A. Wheeler. Books, Stationery, etc., Milford, N. H.**—Although the enterprise conducted by Mr. and Mrs. J. A. Wheeler are quite distinct in one sense of the word, still as they are both carried on in the same store and as our space is necessarily limited, we may be excused for considering them together. Mr. Wheeler is a native of this town and founded his present business in 1875. He deals in crockery, glass and stoneware, lamps and lamp goods, etc., and always has a complete and desirable stock to choose from, embracing many of the latest novelties besides full lines of staple goods. His prices average as low as the lowest, and customers can rest assured that whatever they purchase of him will prove precisely as represented in every respect. Mrs. Wheeler carries a carefully selected assortment of books, stationery, etc., and is also in a position to furnish many of the most successful novelties in her special line, for her stock is renewed at short intervals and hence is always fresh and attractive. Both business and social stationery are dealt in and moderate prices are quoted on all the articles handled.

**Milford Savings Bank, West Side Union Square, Milford, N. H.**—All our readers are familiar with the proverb, "One man may lead a horse to water, but a dozen men cannot make him drink," and, of course, there is a great deal of sound sense conveyed by this saying; but, nevertheless, it may be interpreted incorrectly, and it would most certainly be an erroneous interpretation to maintain that the leading of the horse to water would not aid him to drink in the least. For the same reasons, it would be absurd to argue that the establishment of such an institution as the Milford Savings Bank does not materially aid a community to save money. Of course no compulsion is exercised; no direct persuasion even is attempted, but the people cannot help seeing the advantages offered them; they cannot help appreciating that their savings will be absolutely secure in such hands, and they cannot help being influenced to a considerable degree by the action of their neighbors,—therefore, every man that saves a dollar and deposits it in a bank aids others to do the same thing; and there is no question whatever but that a thoroughly reliable savings bank can and does do more to inculcate saving habits in the community in which it is located in one year than the most convincing and eloquent arguments and pleas could do in a decade. As this is the case, think of what has been accomplished by the Milford Savings Bank since its incorporation in 1859. But little of its good work shows on the surface; like many other powerful forces, it is all the more strong for exerting an unseen and unheralded influence, but enough is evident to make it clear that not one of our local institutions is worthy of more cordial and earnest support. For more than thirty years has this bank been carried on with uniform ability and success, and its officers, past and present, have abundant reason to feel proud of its record from the beginning. Its financial condition is excellent, and it has a guaranty fund of \$55,000, a surplus of more than \$48,000 being shown, and a detailed statement only makes the solvency of the bank more clearly apparent, as the following figures will show:

Condition of the Milford Savings Bank of Milford in the County of Hillsborough, on the first day of August, 1889.

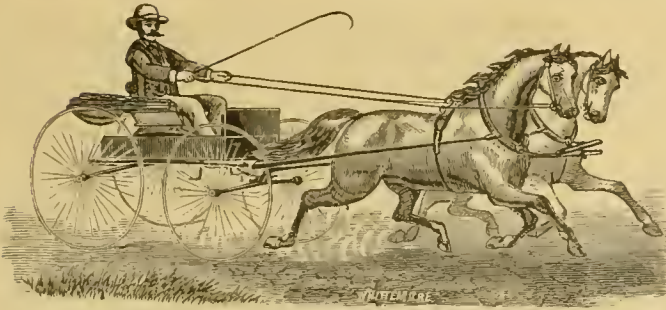
## STATEMENT.

LIABILITIES.			
Due Depositors,			\$1,197,397.57
Surplus,			38,395.16
Guaranty Fund,			55,000.00
Premium Account,			8,935.00
RESOURCES.			
	Mar. Val.	Par. Val.	Val. on B'ks.
Loans on R. Est.,	798,988.67	798,988.67	798,988.67
Loans on Col. Sec'y, County, City, Town and Dist. Bonds,	17,850.00	17,850.00	17,850.00
Bank Stock,	254,545.00	265,600.00	265,600.00
Railroad Stock,	30,570.00	28,700.00	28,700.00
Railroad Bonds,	450.00	600.00	600.00
Miscellaneous Bonds,	9,500.00	9,000.00	9,000.00
Other Investments,	98,900.00	99,000.00	99,000.00
Real Estate,	54,853.52	54,853.52	54,853.52
Real Estate, by f'c'r,	3,000.00	3,000.00	3,000.00
Deposit in	1,425.00	1,425.00	1,425.00
Souhegan Nat. Bank,	20,269.28	20,269.28	20,269.28
Cash,	441.26	441.26	441.26

1,290,792.73 1,299,722.73 1,299,727.73

The President is Mr. Dexter S. Burnham; the Vice-Presidents, Messrs. William M. Knowlton and Robert M. Wallace; the Secretary and Treasurer, Mr. Clinton S. Averill; and the Clerk, Mr. William A. Guild; while the Board of Trustees is constituted as follows:

C. S. Averill,	W. M. Knowlton,	John E. Bruce,
R. M. Wallace,	D. S. Burnham,	G. E. Clark,
John Hadlock,	John A. Ober,	Wm. H. W. Hinds,
Carl E. Knight,	John McLane,	James E. Webster.



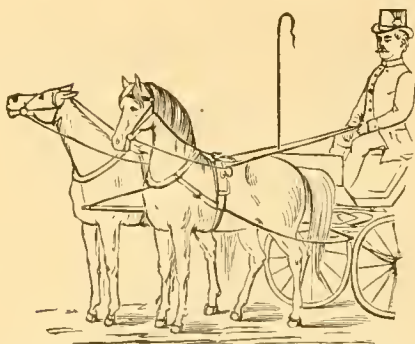
**F. W. Ordway**, Livery, Board and Feed Stable, Union square, Milford, N. H.—The average man who depends on livery stables to furnish him with the means of riding, does not desire or expect that he will be furnished with animals equal to Maud S. or Goldsmith Maid, but what he does want is a horse that will road from eight to twelve miles an hour for a reasonable distance, without having to be constantly and vigorously urged that driving becomes a task rather than a pleasure. Of course there are some men who are never satisfied no matter how superior the accommodations are at their command, but the majority are more reasonable, and as a proof of this, notice the success attained by Mr. F. W. Ordway since he opened his present establishment in 1885. This gentleman who is a native of Loudon, N. H., has striven from the first to serve the public in a satisfactory manner. That this endeavor has been appreciated, his large patronage proves, and we can assure our readers that nowhere in the vicinity, can more desirable turnouts be obtained at more reasonable rates than prevail at Mr. Ordway's stables. He has 26 stalls and gives employment to from 2 to 4 competent and practical assistants and all who wish to avail themselves of the advantages to be obtained by patronizing Mr. Ordway will find the best of care and feed for boarding horses. In fact everything required to constitute a first-class livery, board, feed and sale stable can be found here. He does an extensive sale business in horses, carriages and harnesses and everything pertaining to a complete team outfit, robes, whips, halters, blankets, etc. etc.

**C. E. Kendall & Co.**, Flour, Grain and Groceries, Milford, N. H.—The firm of C. E. Kendall & Co. began operations in 1882 but the enterprise they conducted is of much earlier origin, having been carried on for some years before it came into the possession of Mr. A. A. Gilson, in 1867. He was succeeded in 1880 by Messrs. Gilson & Kendall, who gave place to the present concern two years later, this being constituted of Messrs. C. E. Kendall and W. H. Clark, the former a native of Lawrence, Mass., and the latter of Derry, N. H. Mr. Clark is a resident of Paxton, Mass. The firm deal very extensively in flour and grain, feed, etc., maintaining a large and well-equipped grist mill, and doing both a wholesale and retail business. They also deal extensively in agricultural implements, farming tools, etc. They also carry on an extensive retail grocery trade, and furnish commodities of standard quality at the very lowest market rates. The grist mill occupies two floors of the dimensions of 60x80 feet, and there is a grain room measuring 20x60 feet, besides other premises comprising 2 floors of the dimensions of 30x56 feet. As may be imagined from these figures, Messrs. C. E. Kendall & Co., carry an extremely heavy as well as varied stock, and as they employ 7 efficient assistants they are in a position to fill the largest orders at short notice. Baled hay, peat moss, lime, cement, etc., are hauled in addition to the commodities already mentioned; and one of the most popular features of the management is the policy of giving equally prompt and careful attention to both large and small orders.

**F. C. Anderson**, Dealer in Cutlery, Stationery, Fancy Goods, Foreign Fruits, Confectionery, Ice Cream, Cold Soda, Tobacco and Cigars. No. 6 South side common, Milford, N. H.—There are few establishments more interesting to visit than those commonly known as "General Stores" for the extent and variety of the stock is so great as to make it attractive to all tastes. One of the best examples of a varied stock of which we have knowledge is that carried by Mr. F. C. Anderson here in Milford. The undertaking to which we refer was established by A. C. Fisher, who conducted it about fifteen years and after one or two changes in its management came into the possession of its present proprietor in 1889. The premises utilized are located at No. 6 South side common, and measures about 600 feet. Mr. Anderson handles cutlery, stationery, fancy goods, foreign fruits, confectionery, ice cream, cold soda, tobacco and cigars, doing an extensive retail trade. Mr. Anderson was born in Milford, N. H., and is well and favorably known throughout this section. The secret of the success he has met with in developing his present enterprise is probably to be found in the close personal attention he gives to every detail of the business, for by so doing he is enabled to guarantee satisfactory service to his customers, and to supply them with the best goods the market affords at the lowest possible rates.

**B. F. Foster**, Auctioneer, Undertaker, Dealer in Furniture, Foster Block, Union Square, Milford, N. H.—One of the most active and best known business men in town is Mr. B. F. Foster, who carries on operations in Foster block, Union square, where he utilizes three floors; the first being 31x40 feet in dimensions, and the second and third measuring 56x40 feet each. He is a native of this town and in 1882 began business as an undertaker, adding auctioneering and appraising in 1888. Mr. Foster utilizes the second floor of his store for undertaking purposes and carries a well chosen stock of funeral goods, being prepared to fill orders for anything in this line at very short notice, and to quote prices that are in every instance as low as the lowest. He is very successful as an auctioneer and those who have occasion for the services of one in that line of business would best serve their own interests by giving him a call. Second-hand furniture is very largely dealt in and will be sold either at auction or private sale, so that customers can exercise their judgment as to which method they prefer to make use of. Feather beds and bedding in general will be thoroughly renovated at short notice; and in every department of the business no trouble is spared to fully satisfy every customer.

**James Brahaney**, Carriage and Sign Painter, Elm Street, Milford, N. H.—Mr. Jas. Brahaney is very widely known throughout Milford and vicinity for he has built up a large business in the painting of carriages and signs. The shop utilized by Mr. Brahaney is located on Elm street, and is supplied with all necessary facilities for the filling of orders in a thoroughly satisfactory manner and at the shortest possible notice. Carriage and sign painting is an art, and as in order to obtain the best results it is necessary not only to use carefully chosen stock but to employ skilled and careful labor, the advantages to be gained by dealing with such a man as Mr. Brahaney becomes obvious. He is aided by competent and reliable assistants and we have no hesitation in guaranteeing complete satisfaction to all who may favor him with their orders, these being filled at short notice, and at the lowest rates consistent with the use of standard stock and the employment of skilled labor. There is one thing that should always be borne in mind, and that is that the kind of stock used and the manner in which it is applied have everything to do with the economy of the process.



**J. W. Ryan,** Livery Stable, Good Teams at reasonable prices. Orders by Mail or Telegraph will receive attention, south side Union Square, Milford, N. H.—It would be a shame indeed, if there was no way by which strangers in town or others not owning horses could take advantage of the many beautiful drives in the vicinity of Milford, but fortunately abundant opportunity is offered to enjoy the drives mentioned, as one of the best equipped livery stables in this section of the state is carried on by Mr. J. W. Ryan, on the south side of Union Square, where a stable is utilized, equipped with all conveniences usually to be found at a first-class establishment. This enterprise was inaugurated by C. G. Hatch, the present proprietor assuming entire management in 1887. This gentleman is a native of Milford and endeavors to serve the public in the best possible manner. As a consequence his establishment is a very popular one, and we can unreservedly commend it to our readers, for we know that all patrons are assured courteous treatment, and that the teams furnished are neat, stylish and satisfactory in every respect. Horses entrusted to the care of this stable will be given the best of care and accommodations, and any special directions given will be conscientiously observed. The prices are extremely reasonable, and no one entering into business relations with Mr. Ryan, will have reason to regret it. Mr. Ryan has been Chief of Police for the past six years, and in which capacity he has proved a faithful officer.

**Lyford & Kendall,** dealers in Groceries, Crockery Ware, Cigars, Tobacco, etc., Town House, Milford, N. H.—There are probably but few citizens of Milford who are not familiar with this establishment, as trade in this line has been carried on here for many years, but all who have been interested in business, have marked the improvements and the increase of popularity which this house has gained since Messrs. Lyford & Kendall have had the management of affairs which took place about 7 years ago. The premises occupied comprise a store 25x70 feet in dimensions and a basement, located in the Town Hall block, Milford N. H., and are well fitted for the uses to which they are put, being so arranged as to accommodate in a convenient manner the various articles handled. The stock is large and varied consisting of flour, tea, coffee, sugar, spices, molasses, etc., in fact everything which a first-class grocery house is expected to carry and of the best quality for family use. These goods which are sold in any desirable quantity, are selected with the excellent good judgment which these gentlemen have displayed in all departments of their business. They are consequently in a position to offer the most desirable goods at as low rates as they can be purchased in town. They also carry a full assortment of crockery ware which will be found to embrace new and fashionable styles in this line. You can find here a select and favorite brand of cigars and tobacco, etc. Mr. Lyford is a native of Vermont and Mr. Kendall is a native of Tyngsboro, Mass. These gentlemen have become highly respected as honorable business men.

**Hillsborough Mills,** Manufacturers of Carpet Yarns; Nash Simons, Treasurer and Manager, Postoffice, Wilton, N. H.—The Hillsborough Mills are really located in the town of Milford, but as the postoffice address is Wilton, the establishment is commonly spoken of as a Wilton enterprise, and should be classed among the industries of that town. The business was founded in 1867, and was carried on by the Pine Valley Company up to the time of the incorporation of the present company in 1873. Some of the most prominent business men in New Hampshire are identified with this enterprise, which is one of the most extensive of the kind in New England, and involves the employment of a capital of \$220,000. Mr. W. W. Bailey, of Nashua, is president of the company, Mr. Nash Simons being treasurer and manager. The various buildings occupied are large in size, convenient in arrangement and location, and complete in equipment; the result being that the company are enabled to easily handle their immense business, and to secure that great desideratum in their manufactured product — the maximum of quality with the minimum of cost. The plant of machinery in use is of the most improved type, and includes two water wheels capable of affording three hundred horse-power; a two hundred horse engine being available in time of a scarcity of the water supply. The main mill is three stories in height, and 180 x 50 feet in dimensions; the picker house comprising two stories, 110 x 30 feet in size, and the weave room measuring 145 x 56 feet. A commodious stock house, located on the railroad, is also utilized. The company make a specialty of the manufacture of carpet yarns, and find a ready market for this product, as no goods bear a higher reputation in their special line, they being used by some of the leading manufacturers of the country. This desirable condition of affairs is but the legitimate result of the methods employed, for from the selection of the raw material to the shipping of the finished product, careful and skilful supervision is exercised over all the incidental processes; and as the most improved and efficient facilities are at hand and experienced help is employed, it would be strange were the product not equal to the best. The magnitude of the business and the perfection of the system governing it, combine to reduce the cost of production and put the company in a position to meet all honorable competition by quoting the lowest market rates and filling the most extensive orders at short notice. The manufacture of flannel blankets is a distinct and important department of the business, which, in all its branches, gives employment to one hundred and fifty hands, and has proved a most potent factor in the development of the resources of this section of the state.

**John A. Twiss & Co.,** Plumbers, Steam and Gas Fitters, Burns Block, Milford, N. H.—In the light of modern discovery, it seems odd that disease should be looked upon as inevitable, and an epidemic as a judgment upon the people, and in point of fact, these views of such things have about passed away and the people are coming to know that the plumber can do more to prevent disease than the physician can do to heal it. This of course is a general statement and is not applicable to every call or to every plumber either, but nevertheless, there is no denying that many a house is a hot-bed of disease, that were it properly drained, etc., would be as healthful a tenement as could be wished for. Many people call themselves "plumbers." Many plumbers call themselves "sanitary engineers," but after all it is just as well to be on the safe side, and if you want to secure the services of a really reliable plumber, to employ one who has had an extended experience as Mr. John A. Twiss has. This gentleman founded his present establishment in 1889, under the firm name of Wilson & Twiss, and a few months after assumed full control of the business. He may be found at Burns Block, and orders left there for Plumbing, Steam and Gas Fitting, will receive prompt and skilful attention. Employment

is given to only competent assistants. Mr. Twiss gives close personal attention to all work entrusted to him, and can confidently guarantee satisfaction to every customer. He uses the most improved plumbing devices, and is very reliable and moderate in his charges.

**Dr. Fiske, Dr. Fred M. Wetherbee, Dentists, Milford, N. H.**—If the residents of Milford and vicinity allow their teeth to remain uncared for it is certainly not for lack of opportunity to have them properly attended to, for in Dr. Fiske they have a dentist who has practiced his profession in town for 22 years, and in Dr. Wetherbee they have a graduate of the Boston Dental College (than which no similar institution in the world has a higher reputation), who began practice in Milford in 1887. These gentlemen are not associated in the ordinary business sense of the word, that is to say they are not in partnership, but they utilize the same room and carry on operations in a manner which affords better service to the public than would be the case were their practices entirely distinct, so it is fitting that a notice of one should include the other. The most improved apparatus and appliances are at hand for the practice of dentistry in all its branches, and everything from the extraction of a single tooth to the making of a full set of artificial teeth, is done in accordance with the most approved methods, the result being that patients are spared all unnecessary discomfort and that all work can be depended upon in every respect. Modern dental science has eliminated nearly all the pain that was once thought to be inseparable from surgical treatment of the teeth, and it is a fact that very few dental operations need now cause any suffering whatever. This is important, for the reason that many people are deterred from having their teeth put in order by fear of the pain they believe to be inevitable, but we can assure our readers this is an entirely mistaken idea when held in connection with such methods of operation as are employed by Drs. Fiske and Wetherbee. These gentlemen are uniformly moderate in their charges, and are prepared to guarantee their work in every respect.

**Foster Brothers, dealers in Beef, Pork, Mutton, Veal, Lard, Tripe, Butter, Cheese, Eggs, Poultry and Country Produce of all kinds, store, east side of Union Square, Milford, N. H.**—There are many people in this community who are perfectly satisfied with the meat and provision dealer they now patronize, and to these we do not address this article as it is an excellent idea to "let well enough alone," for one cannot be more than satisfied, that is sure. But there are others who have reason to complain of their present accommodations, and such will be interested in knowing the market carried on by Foster Brothers on the east side of Union square, as one of the best managed in Milford, and that we can cordially commend it to those looking for a reliable establishment at which to purchase family supplies. The enterprise in question was established in 1870, by Messrs. Kittridge & Robinson. Mr. N. W. Robinson assuming entire control in 1872, and a few months later, in the same year, was succeeded by the present firm. Both Mr. O. H. and E. E. Foster are natives of Temple, N. H. They cater especially to family trade, and carry so large and well selected a stock as to enable all trades to be suited and all means to be provided for. The premises utilized comprise a market 20 by 80 feet in dimensions; also a Slaughter Barn, while the stock constantly dealt in includes Beef, Pork, Mutton, Veal, Lamb, Tripe, Butter, Cheese, Eggs, Poultry and Country Produce of all kinds. Employment is given to assistants who will be found competent and obliging. The Messrs. Foster quote bottom prices on every article sold, and guarantee that they will prove strictly as represented.

**Eagle Plating Company, H. C. Shaw, Manager, Milford, N. H.**—It is unfortunate that so large a proportion of the plating done at the present time should be of a distinctly inferior character, for poor plating is neither useful or ornamental, excepting for a very short period, and tends to disgust the public with plating in general, and to create a prejudice against articles so treated. It is practically impossible for the ordinary observer to discriminate between good and bad work of this kind when new, so the only assurance one can have that he is getting his money's worth is that afforded by the standing of the firm or individual with whom he deals. It is obviously for the advantage of reputable manufacturers to have their goods honestly and skillfully plated, and there is no surer way of bringing this about than by placing their orders with the Eagle Plating Company, which is prepared to do nickel and silver plating at short notice and in a uniformly superior manner, as all necessary facilities are at hand, and no trouble is spared to attain results that will satisfy the most critical. The company began operations in Milford in 1888, and came under the control of the present proprietor and manager the following year. The gentleman in question, Mr. H. C. Shaw, is a native of this town, and is too well and favorably known here to need extended personal mention. He gives careful personal attention to every order, and employs sufficient assistance to enable him to execute commissions without delay, and at prices that will bear the severest examination and comparison.

**J. A. Mixer, House Painting, Kalsomining and Paper Hanging, also, Glass and Paint Stock, Milford, N. H.**—In the olden times all decorative and beautiful artistic work was confined to the religious and public buildings and the palaces of the favored rich. Now through the advancing influences of civilization, the achievements and effects of artistic coloring are brought within the reach of almost everyone who can appreciate their value, and the higher tone and happiness which have thus been brought into our life is of the greatest influence and value. The refined taste exhibited everywhere in this branch of business causes one to stop and wonder if this industry has not reached the height of perfection. Among the well-known business men of Milford is the familiar name of J. A. Mixer. As a painter he has no superior in this town, and as the business was established several years ago by Mr. Mixer, it is recognized as one of the leading ones in Milford. Mr. Mixer being favored by the finest class of custom in the town, as he does very fine work in house painting, decorating, paper hanging and kalsomining. Six experienced hands being employed. This enterprising gentleman is ready at short notice to execute any order which may be entrusted to him, and guarantees perfect satisfaction in every respect. Mr. Mixer deals in glass and paint stock, and occupies premises in the rear of Burns' Block, where all orders may be left for any of the above named lines of work, which will be given immediate and skillful attention, and be executed in the most satisfactory manner possible.

**E. E. Hubbard, Photographer, Milford, N. H.**—Probably in no branch of the arts have more improvements been made during the recent years than in the art of photography, and the avidity with which inventions of latter days have been availed of by the profession, is a convincing proof of the spirit of enterprise, which has been a distinguishing feature of those interested in this most available of all arts. Business in this line has been conducted here for many years. After several changes Mr. F. H. Goss managed matters until 1885, when the present proprietor, Mr. E. E. Hubbard, became possessor of the premises. He is a native of Candia, N. H. The appliances and apparatus used are of the best, and comprise as perfect an establishment of the kind as can be found in this section of the state. Nothing but the very

best work is here executed, while the prices are moderate. Great care and attention is paid to each individual in regards to proper light, position and other surroundings which are very essential in the making of a pleasing as well as a correct picture. Mr. Hubbard has had an unlimited experience in the copying business, as he ran a copying house previous to his entering business in Milford, and now has facilities for copying pictures from a locket to life size. He has lately been putting out some very fine life size crayon work. Any one thinking of having a crayon picture, or enlargement of any kind, will do well to call and see his samples, and get prices as low as the lowest. Mr. Hubbard makes a specialty of outside views, and has a collection of one hundred of the prettiest views in and around Milford, which he is pleased to show at any time, and if you wish to buy, will sell for 25 cents each. If you wish a view of your residence, place of business, or any bit of scenery, you can do no better than to call on him and have it done in the most satisfactory manner.

## A. HEALD & SON,

Manufacturers of

## Bench Planes and Cooper Tools,



**MECHANIC MILLS, MILFORD, N. H.**

Price List Sent on Application. All Our Planes Warranted.

P. S. All kinds of Picture Frames manufactured to order and Pictures Framed at moderate cost.

**D. F. Thompson**, Successor to J. M. Smith & Son, Dealer in Ladies', Gents', Misses' and Children's Boots, Shoes, Rubbers, of the latest styles, Gent's Fine Calf Boots made to Order, Hamblett's Block, west side the Square, Milford, N. H.—There is no better known man in connection with the retail boot and shoe trade of Milford than Mr. D. F. Thompson, for this gentleman has been prominently identified with the line of business in question ever since 1873, and the establishment is one of the oldest shoe stores in town, and is a favorite with those who appreciate neat, good fitting and fashionable foot-wear at reasonable prices. Mr. Thompson is a successor to J. M. Smith & Son. He is a native of Amherst, N. H., and served in the army during the late Southern Rebellion, and has also been Representative. The premises are located in Hamblett's Block, and are 20 by 33 feet in dimensions, and the assortment on hand is at least as complete as that to be found in any similar establishment in Milford, and a large family trade is carried on, as customers find goods suited to all ages, from the wee toddler not yet able to walk alone, to the old lady or gentleman who think more of comfort than anything else when choosing foot-wear. Gent's fine calf boots are made to order. The prices quoted at this establishment are extremely low, and purchasers may save money by buying here. Ladies', gents', misses' and children's

boots, shoes and rubbers of the latest styles are largely dealt in, not only such as are suitable for street and business purposes, but those adapted to party wear as well, while adults, both ladies and gentlemen, will find an unequalled variety to select from at bottom prices. Mr. Thompson employs capable and polite assistants, and every customer is served promptly and assured uniformly courteous treatment.

**W. F. French**, Successor to D. S. Burnham, dealer in Drugs and Medicines, Standard Pharmaceutical Preparations, Hardware, Paints and Oils, Glass and Seeds of all Kinds, Milford, N. H.—The business conducted by Mr. W. F. French may be said to have been founded many years ago by Dr. Eldridge, although it has been greatly extended and to some extent changed, for while Dr. Eldridge sold drugs, etc. only, Mr. French handles many other commodities, as for instance Hardware, Paints and Oils, Glass and Seeds of all kinds. The sale of Hardware, etc., was begun in 1870, when the founder was succeeded by Messrs. Wheeler & Burnham, this firm giving place to Mr. D. S. Burnham in 1874 and the present proprietor succeeding Mr. Burnham in 1889. Mr. French was born in this town and is too well known to need extended personal mention. He employs two assistants and spares no pains to not only maintain but to increase if possible the enviable reputation the enterprise has long held for liberal and careful management. The premises made use of comprise one floor and a basement of the dimensions of 20x70 feet, and an ell measuring 20x50 feet; a very large and varied stock being carried and all orders being accurately filled at short notice. Drugs, medicines and chemicals of all descriptions are dealt in, and prescriptions will be compounded in the most skillful and painstaking manner at short notice and at low rates; while a full line of patent medicines and pharmaceutical preparations in general is kept in stock. Lack of space forbids detailed notice of the assortment of hardware, paints, oils, etc., but suffice it to say it is complete in every department and is made up of goods that are fully warranted to prove as represented.

**Emerson & Ware**, Manufacturers of Mirror Backs, Tool Chests, Chair and Lounge Frames, Custom Jobbing Attended to Promptly, Mechanics Mill, Milford N. H.—Among the various industrial enterprises carried on in this town none bear a higher reputation in its special line than that conducted by Messrs. Emerson & Ware, for during the 23 years that it has been before the public the management have spared no pains to keep good faith with customers and have built up the business by strictly legitimate methods; their policy being to give full value for money received in every instance. Operations were begun in 1867 by Mr. S. B. Emerson, and the present firm was formed in 1887, the partners being Messrs. W. K. Emerson, a native of Wilton, N. H., and W. H. Ware, who was born in Addison, Vt. Both these gentlemen are thoroughly familiar with the practical details of the business, and as they give personal attention to the filling of orders besides employing competent assistants, they are in a position to guarantee that no inferior work shall leave their establishment. Premises measuring 30x75 feet, and equipped with all necessary machinery, etc., are utilized, and the manufacture of mirror backs, tool chests, chair and lounge frames, etc., is carried on in a skillful and painstaking manner, selected stock being used and every precaution taken to maintain the enviable reputation so long associated with the enterprise. Custom jobbing will be attended to promptly and satisfactorily and moderate prices rule in every department of the business.

# BIRDS STUFFED

TO  
ORDER.



# SKINS MADE UP INTO

Ornamental Mats.

GAME BIRDS, Etc.

FOR SALE.

Send your Birds, Squirrels, Pets, Fox or other Skins for Mats where they will be done in first-class shape at a cost of about half charged in cities.

My experience covers over three thousand specimens; small birds may be sent by mail, and larger ones by express. Always put your name and address on every box sent, to avoid mistakes in returning specimen.

Send for Price List.

I am also prepared to do Job Printing, and guarantee satisfaction every time.  
JAS. P. MELZER, MILFORD, N. H., Printer and Taxidermist.

**H. L. Bartlett**, Cash Dealer in Flour, Grain and Groceries, Pure Teas; Coffees and Spices a specialty, Milford, N. H.—An enterprise that has been successfully carried on for ten or fifteen years certainly deserves mention in our columns, and as that now conducted by Mr. H. L. Bartlett has been established fully that length of time, it will be seen that it has pronounced claims to our attention. It was originally founded by Chas. Rossiter, who was succeeded by the firm of Bartlett & Dodge in 1879, and they by A. C. Hatch & Co. in 1885, and since 1887 has been under the able management of the present proprietor. Mr. Bartlett is a native of Milford, and of course, is thoroughly acquainted with every detail of the retail flour, grain and grocery business, for if he were entirely ignorant of the business when he began, (which was not the case) he has had ample opportunity to master it in every part. The premises utilized are of the dimensions of 20x80 feet. We do not know the precise value of the stock carried by Mr. Bartlett, but it must reach a high figure, for not only is the assortment on hand very extensive, but it is composed to a considerable degree of choice articles. In fact this store has a well-earned reputation in this vicinity for containing as desirable a selection of fine flour, grain, groceries, pure teas, coffees and spices, as is to be found in this section, and we can assure the most fastidious of our readers that they can here find goods suited to their tastes. The prices quoted are remarkably low considering the uniform and superior character of the commodities handled, and as employment is given to active and obliging assistants.

**Emerson & Son**, retail dealers in Furniture, Window Shades and Draperies, Brattleboro, Vt.; Milford, N. H.—Messrs. Emerson & Son are conceded by competent judges to offer as decided and genuine inducements to buyers of furniture as any firm in the State, and indeed it would be strange were they not able to meet all honorable competition for they have every facility at their command, and the senior partner has had a quarter of a centuries' experience as a manufacturer of furniture frames and tables. The gentleman to whom we have reference, Mr. S. B. Emerson, is a native Wilton, and is associated with his son, Mr. H. L. Emerson, who was born in Milford. The firm have a large establishment in Brattleboro, Vt., which they have carried on since 1885; the one in this town having been under their control since 1881. It is located on South street, and is very spacious, the premises comprising two

floors of the dimensions of 30x100 feet, and two rooms measuring 40x50 feet each. A heavy and varied stock of furniture of all kinds, window shades, draperies, etc., is constantly carried, and all purses as well as all tastes can be perfectly suited from this exceptionally complete assortment. Repairing is made a prominent specialty, every necessary facility being provided to enable orders to be filled in a superior manner at short notice and at moderate rates. Employment is given to three efficient assistants, and callers may safely depend upon receiving prompt and courteous attention, and upon having goods represented to them precisely as they are. There is a great deal of cheap and worthless furniture on the market, and care should be taken to patronize a house which always keeps good faith with its customers.

**W. K. Putnam**, Manufacturer and Dealer in Fine Harnesses, Robes, Blankets and everything in the line of Horse Furnishing Goods. Repairing attended to at short notice. Opposite Post Office, Milford, N. H.—There is a good deal in knowing that the harness you are using is thoroughly and skillfully made from honest materials, for when a man is sure that such is the case, he is much less apt to get excited and nervous when he finds himself in a "tight place" on the road, and consequently, it is much pleasanter for him and for any companions he may chance to have. In order to obtain such a harness you must patronize a reputable dealer, and we know of none more worthy of every confidence than is Mr. W. K. Putnam, carrying on business right here in Milford, his premises being located opposite the Post-office. This gentleman is a native of New Hampshire and carries a very desirable stock of harnesses, robes, whips, blankets and other articles for the use of horses and horsemen. Mr. Putnam is a harness maker of experience and ability and allows no work to leave his establishment that can fail to satisfy any reasonable customer. He makes harnesses to order at short notice, and gives special attention to repairing in all its branches using selected stock and taking care to do the work durably as well as neatly. Very reasonable prices are quoted, and a steadily increasing business is done. Do not forget to "collar" round and see him, as he "hames" (aims) to serve all with bargains that you want to "buckle" on to, at prices that "take the cake" of Harness Soap. He "waxes" strong, and trusts you will not lose the "thread" of the discourse.—and hopes this will "stirrup" trade, and "spur" buyers into action, as "awl" you "needle" be found at W. K. Putnam's, Milford, N. H.



## HISTORICAL SKETCH OF WILTON, H. N.

The first effort made to settle the territory, comprising and adjacent to the present town of Wilton, was made a little more than one hundred and fifty years ago. June 19, 1735, Samuel King and others presented a petition to the Massachusetts General Court asking that land be given them in commemoration of their services during the expedition against Louisburg, in 1690. In answer to this petition, a committee was appointed to lay out a township containing six square miles, and return a plat thereof to the court, within a year, for confirmation. The tract laid out included the present Lyndeborough and the north part of Wilton, and was called Salem-Canada, the name Salem being applied to it, as it was then supposed to be in Essex County, Mass., of which Salem was the shire town; and Canada, of course, was in remembrance of the Louisburg expedition. About one-third of the Wilton of to-day was formerly a part of Salem-Canada, the rest of the township being made up of "township No. 2," granted in 1749. In June, 1761, a petition was presented to the Governor of New Hampshire, asking for incorporation, and the prayer was granted the following year. Wilton being incorporated June 25, 1762, its name being taken from an ancient English town. This act was to remain in force until Jan., 1765, and when that date came around another act was passed "to have continuance until his Majesty's pleasure shall be further known."

Scarcely three years after incorporation, the area of the town was materially lessened in consequence of a petition addressed to the Governor and Council by the inhabitants of Peterborough Slip, to have one mile of the west part of Wilton added to Peterborough Slip to make a new town. Although the petitioners also asked that one mile be added to the east part of Wilton to compensate for the territory they wanted for their own purposes, the residents of Wilton vigorously opposed the petition, and prayed that Peterborough Slip be annexed to their town. The opposition was of no avail, and a strip of land, half a mile wide and five miles long, was added to Peterborough Slip, the resulting township being known as Temple. This left Wilton a tract five miles long by four and a half wide, and no changes have since been made in the town's area. The surface of the town is very uneven, and, although there are no mountains, there are no plains either of any

considerable extent, the prevailing characteristics of the surface being high hills and deep valleys. Kimball's and Mansur's Hills are the highest elevations, and from them a grand and extended view may be had; comprising the entire basin formed by the Temple, New Ipswich and Lyndeborough Mountains, called the Paek Monadnock. The town is not so well watered as the majority of New Hampshire communities, there being no natural lakes or ponds within its limits. The chief stream is the Souhegan River, which rises in Ashburnham, Mass., and empties into the Merrimack River in the town of Merrimaek. It takes a northeasterly course through Wilton, and during its passage through the town is joined by Gambol Brook, flowing from the West; and North Stream or Stony Brook, flowing from the North. The Souhegan and its tributaries furnish considerable water-power in Wilton, and have been most potent factors in the development of the town. There is very little sandy soil in Wilton, and the most valuable mineral products are brick-clay and granite. Some very extensive ledges of this stone are present, and the granite is of fine quality for building purposes, and may be quarried with comparative ease. The climate is generally rather severe in winter, but during the summer it is delightful, and the fine scenery, enjoyable walks and drives, pure air and pure water attract many tourists to Wilton; between two and three hundred visiting the town every summer. The first settlers came from Danvers, Mass., and for three years the wife of Jacob Putnam was the only woman in town—a fact which helps to give an adequate idea of what it means to settle a virgin country. For about ten years there was more or less danger of Indian attacks, but no resident of the town was ever killed or captured by the Indians, except Henry Parker, Jr., who perished in the massacre at Fort William Henry, on Lake George. The first meeting-



BARNES' FALLS, WILTON, N. H.

house in the territory, which was subsequently to become Wilton, was built before November, 1752, this being one of the conditions named in the grant. The church was but a rude log cabin, and was taken down after being used some twenty-one years. Its successor was a large two-story building, and when its frame was raised, September 7, 1773, a shocking and fatal accident occurred, resulting in the killing of four men and the injury of forty-nine more; some of whom were crippled for life. This accident was caused by the failure of a post supporting one of the central beams; and, although it has frequently been insinuated that the rum consumed at the raising had something to do with it, there is no evidence supporting that supposition. Intoxicants were used at every raising in those days, and were openly partaken of by ministers during pastoral visits, by haymakers in the field and by workmen in the saw and grist mills, but intoxication was much less common than it is to-day — owing perhaps to the fact that the liquors were pure and unadulterated.

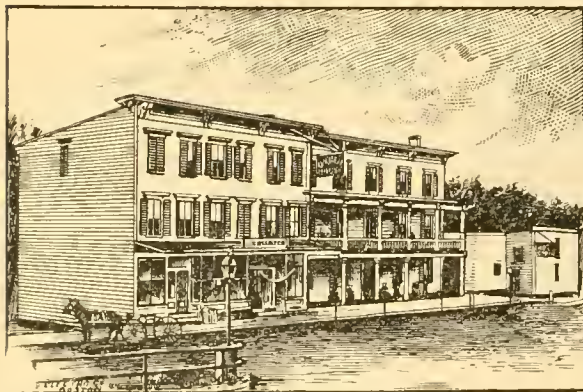
The church was used for a town hall, until its destruction by fire in 1859, and in 1860, a town house was built,—this being sold in 1868, to a company, who named it "Citizens' Hall," and used it for concerts, lectures, etc. Town meetings were then held in the depot hall in the East Village for a time, it finally being voted to build a town house in that community. The necessary land was given by the Messrs. Whiting, and the building was erected at an expense of \$20,000, and dedicated January 1, 1885.

The first mill in Wilton was at Barnes' Falls, and was used for grinding grain, etc., the first

saw mill being built not long afterward, and there were four mills in the town prior to the outbreak of the Revolution. The pioneer attempt to carry on manufacturing on a large scale was made by the Wilton Manufacturing Company, organized in 1848, and beginning production in 1851. Carpet yarn was quite extensively manufactured, and the mill was in generally successful operation for about twenty-one years. Colony Brothers began the manufacture of flannels in 1883, and the same year the Wilton company began to make cotton warps, yarns and twine. There are some well-equipped grist mills, saw mills and planing mills in town, and considerable wooden ware of various kinds is produced. Carriage making is a representative industry, and writing desks and fancy boxes are quite largely manufactured. Milk has been a leading product of the town for a third of a century, a milk car being run to Boston daily. The development of Wilton has been more or less hindered by unfortunate accidents, the town having suffered much from fire and from the disastrous flood of 1869. The Daniels' defalcation cost between \$80,000 and \$100,000; the failure of the Pine Valley Company cost shareholders \$60,000, and the Milford Bank robbery brought about a loss of \$10,000; but, although these occurrences have retarded advancement, they have, by no means, prevented it, for the community is steadily growing in wealth and general prosperity, and its industrial and mercantile enterprises are in a most flourishing condition.

The residents are generally public-spirited, and liberally support the schools,—the result being that these will compare very favorably with those of other communities of equal size. There is some very delightful society to be had in the town; and those whose duty lies in Wilton and vicinity, certainly have no reason to complain that their lot is not "cast in pleasant places."

## LEADING BUSINESS MEN OF WILTON, N. H.



**Everett House, S. B. Center, Proprietor, Wilton, N. H.**—The Everett House is the only hotel in Wilton, but strangers, who may expect poor accommodations on learning this fact, will find themselves most agreeably disappointed when they come to make trial of the accommodations provided, for if there is a hotel in the state, outside the larger cities, which is entitled to rank as "first-class," it is the one in question. Nor will the Everett House suffer from comparison with the leading city hotels. Of course it is smaller, but it is not a whit less comfortable, and the furnishing and general equipment throughout are first-class in every respect, and even as regards size, a very favorable showing can be made, for there are thirty-six commodious and pleasant guest rooms, and other apartments in proportion. This house was built by Mr. S. N. Center, and during the year 1876 was carried on by Mr. E. P. Hutchinson, who was suc-

ceeded by Mr. S. N. Center in 1877. In 1882, Mr. Smith assumed the management of the property, giving place to Mr. S. B. Center, the present proprietor, in 1889. The building is still owned, however, by Mr. S. N. Center. It is heated by steam, and is so constructed and arranged as to be a thoroughly comfortable hotel at all seasons of the year. The present proprietor is a native of this town, and has a host of friends throughout this section. He has made the Everett more popular than ever, and is untiring in his efforts to make his guests feel entirely at home, and to serve their convenience in every way. The table is bountifully provided for, and the bill of fare is varied enough to suit all, while the cooking and service are excellent. Add to this the fact that there is a good livery connected with the house, and that the terms are uniformly moderate; and it must be conceded that the Everett House offers exceptional inducements to tourists and the general public.

**W. H. Barnes, Undertaker, Wilton, N. H.**—Mr. W. H. Barnes has established an enviable reputation throughout Wilton and vicinity as a reliable undertaker and funeral director, on account of the promptness and courtesy shown in the filling of orders and the very moderate prices quoted. The assortment of funeral goods is exceptionally complete and includes everything in that line, such as collins, caskets, robes, etc., and the prices quoted are in every instance as low as the lowest. Embalming will be done in accordance with the most approved methods at short notice, and the entire direction of funerals will be assumed if desired. Mr. Barnes gives close personal attention to all orders and strives to steadily maintain the high reputation he now holds in the estimation of the residents of Wilton and vicinity. Orders by mail or messenger will be attended to as promptly as though given in person.

**Wilton Savings Bank**, Post Office Block, Wilton.—If savings Banks had no other utility they would still serve a useful purpose as a means of gauging the general character of a community. Where you find savings banks, there you will find a profitably employed, industrious, intelligent and honest people; for nothing exists without a cause and savings banks are not established in communities incapable of appreciating and utilizing them. Unquestionably there are times when no people, however industrious and prudent, can save money, for business depression is quite independent of local conditions and a partial diminishing of consumption may reduce or destroy the incomes of thousands who had nothing to do with bringing it about, but it is then that savings banks especially prove their usefulness, for what they have received in prosperity is restored with interest in time of adversity to those who had the foresight and the will to provide for the future so far as it was within their power to do so. And it is within the power of every wage earner. Don't think because you can't save ten dollars a month that it is not worth while saving anything, but save five dollars a month. If you can't manage that (and there are few who can't if they have the pluck and will to honestly try), save four dollars, three dollars, two dollars, one dollar,—but save something anyway. You can do it. There is no one who can earn money that can't put aside some of it, and if the will is present the opportunity will not be absent. The recent marked increase in the deposits in the Wilton Savings Bank is a very significant and gratifying indication of prosperity, and we are glad to be able to say that there is not a bank in the state in which money can be placed with more absolute security, or which is more carefully and conscientiously managed. The record of this institution since its incorporation in 1864 is not unfamiliar to our readers and it is therefore hardly necessary for us to state that it reflects the highest credit on the officers past and present. The bank has always been carried on by men who had the best interests of the community at heart, and the standing of the individuals now forming the management is the best possible evidence of the entire reliability of the enterprise. That it has the confidence of the people and is availed of by those for whom it is designed is best shown by the fact that a late statement showed the total amount on deposit to be \$125,961.43 and the number of depositors to be 602, an average of \$209 and a fraction to every depositor. The same statement showed a total surplus of \$13,359.22 and in all its details proved the financial condition of the bank to be beyond criticism. The officers of the institution may well take pride in such a showing and are to be congratulated on the results of their management. Their names are as follows: President, E. G. Woodman; Treas. Geo. E. Bales; Trustees, E. G. Woodman, Moses Clark, Geo. I. Doc, Peter H. Clark, Henry N. Gray, F. M. Pevey, D. E. Procter, Fred Colony, Daniel Cragin, Wm. D. Stearns, Lewis Jingley, Geo. E. Bales, Nash Simons.

**Lewis Tingley**, Harness Manufacturer, Main Street, Wilton, N. H.—During the more than twenty years that Mr. Lewis Tingley has carried on operations in this town, his productions have become so generally known and so highly esteemed throughout this section that nothing that we can say concerning them will be news to our Wilton readers, but as this article will be read by many outside that town, we may say that the main distinguishing characteristic of the harness, etc., made by the gentleman in question, is reliability. His goods prove just as represented,—there is no guess-work about the matter, they are carefully made from selected material, and hence will wear well, look well and prove the cheapest to use in the long run. Mr. Tingley was born in New Brunswick, and founded his Wilton business in 1863. He is a trustee of the Wilton Savings Bank, and is a representative citizen, actively interested in the general wel-

fare of the town. His store and shop are located on Main Street, and contain all necessary facilities for harness making, repairing, etc., together with a varied assortment of whips, blankets, robes, bits, brushes, combs, halters and horse furnishings of all kinds. The prices are uniformly moderate, and custom orders will be filled in a thoroughly workmanlike manner at short notice.

**S. N. Center & Son**, Dry Goods, Boots, Shoes, Carpets and Wall Paper., Wilton, N. H.—No more truly representative establishment can be found in Wilton than that carried on under the firm-name of S. N. Center & Son, for this enterprise was inaugurated very nearly half a century ago and has since been conducted in a manner which has given it the leading position among similar undertakings in this section. Mr. S. N. Center carried on operations alone from 1843 to 1876, at which date the present firm-name was adopted, Mr. E. B. Center being taken into partnership. He is a native of this town, and for about three years has been sole proprietor of the business, continuing it however without change of style. A very heavy and varied stock is carried and spacious and well-arranged premises are occupied, their total area being about 2500 square feet. The dry goods and furnishing goods departments are each 20x50 feet in dimensions, and that devoted to boots and shoes measuring 10x50 feet, so that ample opportunity is given for the accommodation of a large and complete assortment of the articles mentioned, together with carpets, wall paper, etc., the latest fashionable novelties in all these lines being fully represented. We need hardly say that so old-established and reputable a concern as this is widely and favorably known among manufacturers and wholesalers, and hence is in a position to buy to the best advantage at the lowest market rates and to offer special inducements to its customers. Nor is it necessary to dwell upon the fact that all articles bought here will prove as represented. The Wilton public have long since learned that "full value for money received" is the cardinal principle of the management, and the present magnitude of the business shows that this policy is not only known but appreciated. Prompt and polite attention to callers is another popular feature, employment being given to from 2 to 4 assistants and large and small buyers being served with equal celerity and courtesy. In short Mr. Center spares no pains to fully maintain the reputation of the establishment and entire success is the legitimate result of the intelligent method he employs. In addition to the above business the firm also carry on the Sewing Machine business in Worcester, Mass., where they sell the "White" Sewing Machine exclusively, and for which they control the sale in Hillsboro Co., N. H.

**M. P. Stanton**, dealer in Flour and Groceries, Main Street, opp. Depot, Wilton, N. H.—This establishment was founded by its present proprietor in 1863, and has for many years ranked with the representative undertakings of Wilton. The proprietor Mr. M. P. Stanton is very well and favorably known throughout Wilton and vicinity as an intelligent and reliable business man. An extensive retail business is carried on in Flour, Groceries, Grain and Meat. The premises occupied are located on Main Street, opposite the Depot, and are 50 by 44 feet in dimensions. The stock on hand is an exceptionally large and varied one, and contains among other goods a fine line of Staple and Fancy Groceries especially selected for family use. Flour and Grain are also largely dealt in and offered at bottom prices and of guaranteed quality. From two to four assistants are employed and all callers are assured prompt and polite attention. Mr. Stanton is in a position to offer special inducements to patrons and all commodities handled will be supplied in quantities to suit at bottom prices. Mr. Stanton also conducts a livery stable and has every facility at hand to serve the public with first-class teams at short notice. His horses being good roadsters and his vehicles first-class.



VIEW OF FACTORY AT WILTON, N. H.

**Low & Rewell Manufacturing Company, Wilton, N. H.**—If energy, enterprise and liberality will command success, there can be no question as to the future of the undertaking carried on by the Low & Rewell Manufacturing Co., for this is a "live" concern in the full sense of the word, and their policy of sparing neither trouble nor expense to let the public know when they have a good thing to offer them has borne abundant fruit already, although their business is but little more than two years old. It was founded in 1887 by H. F. Low, the present firm being formed in 1889. H. F. and Eugene Low of Concord, N. H., and Geo. M. Rewell of Cleveland, Ohio, where the general supply office is located. We are fairly puzzled as to how best to notice the productions of this company, for they include a number of such important specialties that any one of them deserves more space than we can give to them all. There, for instance, is the "Triumph" self-wringing mop, which is well named, for it embodies the first successful attempt to make an article of that kind. This mop can be used by the weak, as well as by the strong; it entirely does away with the back-breaking drudgery associated with the old style utensil, and it can be used without injury to the clothing, even if it be of the finest silk. Such a costume, to be sure, is not ordinarily worn by those having mopping to do, but "accidents will happen," and the time taken to don an apron before using the common mop may result in an injury to carpets or furniture that could not be paid for by the price of a dozen "Triumphs," which retail at seventy-five cents apiece, mop, cloth and all. And, by the way,



weakest person can wring the cloth entirely dry without marked exertion, and it embodies all the valuable features of the "Triumph" besides. Next on the list comes

this reminds us that the mop cloth made exclusively by this company is incomparably the best extant, and thousands of them are sold to be used in ordinary mops. The Rewell ratchet mop is an even more valuable utensil than the "Triumph," for, although the latter has been pronounced perfection by users everywhere, the Rewell ratchet mop is an improvement on perfection, if our readers will excuse the bull, for it is supplied with an ingenious device, by which the

the Webster elastic draughts, which do away with the use of a whiffle-tree, and are easier on the horse, easier on the vehicle, easier on the driver and easier on the purse, for they obviate all sudden jars and jerks, and thus save the horse from lame shoulders and chafing, save carriage tops from racking, save the driver from being suddenly thrown off his balance, and, in short, save money and trouble. They are made of the finest steel, and are fully and formally guaranteed. The Rewell carpet stretcher and tack driver is an entirely new thing, and, by using it, one person can stretch and lay a carpet without stooping. It is ingenious, simple, wonderfully efficient, and is bound to sell, for it literally "hits the nail on the head." The Rewell automatic wire straightening and cutting machine is an appliance which leads them all in its own special line, and is one of those tools which soon pay for themselves, and which no manufacturer can afford to be without. The company offers very liberal terms to agents to sell its specialties, and such of our readers as have use for an extra dollar or so would do well to investigate them. They possess this important feature—they give absolute satisfaction. Once introduced, the demand for them in that section is always good, and any new goods of the same make are cordially welcomed. The company utilize a large and finely equipped factory, and do machine jobbing in addition to their other work. They are prepared to fill all orders promptly, and they propose to keep the reputation of their products up to the very highest standard.

**A. C. Young, Dealer in Dry Goods, Boots and Shoes, Wilton, N. H.**—The most successful buyer is the one who discriminates the most successfully between "goods cheap" and "cheap goods," and it is just such a buyer who will find the most to admire in the assortment of dry goods and boots and shoes offered by Mr. A. C. Young, for this gentleman carries on business on the "quick sales and small profits" system, and both his goods and his prices combine to form a very powerful argument in favor of patronizing his establishment. The residents of Wilton and vicinity are too intelligent not to perceive the force of an argument of this kind, and the natural result is that his store is a popular resort, and is gaining in favor daily. It was opened in 1882 by Mr. G. A. Carter, who was succeeded by the present proprietor in 1888. Mr. Young is a native of Hampden, Maine, and, as may be guessed from the inducements he offers, is thoroughly conversant with his business in every detail. He gives personal attention to customers, and employs sufficient assistance to enable him to fill all orders without delay. The premises made use of are 23½ x 60 feet in dimensions, and contain among other things, the largest and most complete line of boots and shoes in town. All feet can be fitted; all tastes can be suited; and as for the prices,—why, call and see for yourself!

**S. K. Foster, Dealer in Stoves, Tinware, Pumps, Lead-pipe, etc.; Plumbing and Jobbing Promptly Done; Wilton, N. H.**—The premises utilized by the gentleman whose card we print above, have a total area of twenty-four hundred square feet, and contain a large and very carefully selected stock made up of stoves, tinware, pumps, lead pipe and plumbing materials of all kinds, for Mr. Foster deals largely in all these articles, and is prepared to fill orders without delay, and at the very lowest market rates. He is a native of Nashua, N. H., and has been identified with his present business for nearly a quarter of a century, the firm of Foster Brothers having succeeded Mr. Rodney Tapley in 1866, and the present proprietor having assumed sole control in 1872. Jobbing is promptly and thoroughly done, and particular attention is given to orders for plumbing, the work being executed in accordance with the most approved methods, and no pains being spared to attain durable results that will prove satisfactory to the most critical. Sufficient assistance is employed to enable orders to be promptly filled.

**F. W. Clark**, dealer in Choice Groceries, Teas, Coffees, Spices, Crockery, Glass, Hard and Wooden Ware, Flour, Grain, etc., Wilton, N. H.—Although some people think that anybody can carry on a grocery store successfully, they have only to use their eyes and ears, in order to ascertain how incorrect such a belief is, for many who open such establishments fail altogether, and still more only manage to “keep along” and cannot honestly be said to have succeeded at all. But of course those stores which are successful in every sense of the word and among these may be classed that conducted by Mr. F. W. Clark, Wilton, N. H. This store was opened in 1886, by Mr. S. N. Center and it was in 1889 that Mr. Clark became possessor. He has already become very popular and the inducements which he offers are sure to steadily increase his trade. Mr. Clark is a native of Wilton, N. H., and has many personal friends in this neighborhood. The premises occupied are a store 20 x 60 feet in dimensions with a grain room, being ample space for the carrying of a large and varied stock of Choice Teas, Coffee, Spices and other choice Groceries, which will embrace everything generally found in a first-class family grocery store. He has also a large collection of Crockery, Glass, Hard and Wooden Ware. He also deals in Flour, Grain, etc. The goods are first-class, the prices low, and the service is prompt and reliable. So there is little reason to wonder at the liberal patronage bestowed upon this establishment.

**Geo. E. Hartwell**, Dealer in Sterling Silver and Reed & Barton's Plated Ware, also Variety store, Confectionery a specialty, Wilton, N. H.—It is always best to patronize home enterprises whenever such a course is possible, and the advantages to be gained by so doing are so many and obvious that it seems strange they should be so often over-looked. Let us take the establishment conducted by Mr. Geo. E. Hartwell for instance. This gentleman began business operations in Wilton in 1865 as painter, he also deals in sterling silver and Reed & Barton's plated ware, novelties, confectionery, etc., and of course chooses his stock to suit his customers. Were he doing business in some other section, undoubtedly the character of his assortment would be more or less changed, for different patrons demand different goods, and it is well to remember that the stock in question is made up of articles which experience has shown the residents of Wilton and vicinity prefer. Mr. Hartwell seeks to make a permanent customer of every patron, and there is but one way to accomplish this—giving full value for money received every time. That this is his policy is not to be disputed, and therefore we say that better satisfaction is to be had at this store than at city establishments where more dependence is placed on transient trade, and where to “make a sale” is the only endeavor. Mr. Hartwell offers a large variety of goods to choose from, including many desirable novelties and quotes uniformly moderate rates, while selling every article under a guarantee that it will prove as represented. Mr. Hartwell is also engaged in the painting, glazing and paper hanging line of business which he has conducted for many years and is prepared to execute all orders for such work in a most thorough and satisfactory manner and at very moderate prices.

**Geo. W. Wallace**, Merchant Tailor, Clothier, Hatter, Gents' Furnishing Goods, Trunks and Bags., Wilton, N. H.—Much finer clothing is now required to supply the demand for gentlemen's garments than was formerly the case, for the country is rapidly gaining in wealth and its residents are also gaining in culture and refinement. For many years Wilton has held the reputation of being able to furnish clothing which would compare with the best of that produced in the great trade centres, and this reputation is as thoroughly well deserved to-day as ever, as will be seen by a visit to the establishment now conducted by Mr. Geo. W. Wallace. This establishment was

founded many years ago by Joseph Newell and after several changes in its proprietors came under the sole management of the present proprietor in 1861. Mr. Wallace ranks with the most skillful merchant tailor in Wilton, and also deals largely in ready-made clothing, hats, trunks, bags and gents' furnishing goods. The premises are centrally located, and a heavy stock of gentlemen's wear is constantly carried which is remarkably complete in every department. Entire satisfaction as regards fit, quality and finish being confidentially guaranteed and quality for quality no house is in Wilton in a position to undersell this representative concern. Mr. Wallace is a native of Milford, N. H., and has been Town treasurer of Wilton, for a period of seventeen years.

**E. J. Curtis**, Board, Feed and Livery Stable, Wilton, N. H.—The character of the livery service offered by E. J. Curtis should certainly be thoroughly familiar to the residents of Wilton and vicinity, for this gentleman has been identified with the business interests of this town for the past eighteen years. He began the harness making business about 1872, and in 1887 established his livery, feed and boarding stable. Mr. Curtis is a native of Lyndeboro, N. H., and is one of the best-known business men in this section of the state. His stable is 32x40 feet, and comprises three stories, and has accommodations for forty-two horses, and is looked upon as the headquarters for livery service in this vicinity. We would therefore advise all interested readers who desire a team for business or pleasure, or who have a horse which they want fed or boarded, to give Mr. Curtis a call as his terms are very moderate, and good horses, stylish and easy vehicles, and first-class appointments are at hand for the accommodation of livery patrons, for Mr. Curtis takes pride in maintaining the high reputation he has so long held. In the harness making and repairing department of the business, no pains are spared to satisfy the most critical customer. The prices are uniformly moderate, the material first-class, and all work is guaranteed to be performed in a most satisfactory manner.

**D. E. Proctor**, Dealer in Groceries, Flour, Grain, Hardware, Lime, Cement, Paints, Oils, Window-Glass, Putty, Boots, Shoes, Crockery, Glass-Ware, etc., Wilton, N. H.—Mr. D. E. Proctor is a native of Lyndeboro, N. H., but he has carried on business in Wilton for a good many years, and has so thoroughly identified himself with the advancement of the best interests of the town as to have long since been regarded as one of its most truly representative citizens. He served more than three years in the army during the Rebellion, and served in every grade from private to major. He has held the office of town treasurer, and been sent as representative to the legislature. He is now a trustee of the Wilton Savings Bank, taking an active part in the management of that most deserving institution. Mr. Proctor deals very extensively in groceries, flour, grain, hardware, lime, cement, paints, oils, window glass, putty, etc., together with boots, shoes, crockery and glass-ware, and carries an exceptionally heavy stock, requiring the occupancy of two floors and a basement of the dimensions of 40 x 70 feet; and the utilization of four spacious storehouses. Among the important commodities handled should be mentioned drain pipe, of which a full line is always on hand to choose from. The present proprietor has had sole control of the business since 1880, and became connected with it six years before that date as a member of the firm of Neville & Proctor. His present large trade is the legitimate result of honorable and progressive methods, and it is safe to say that the prosperity of no enterprise in town rests on a surer foundation of deserved popularity. Handling reliable goods and quoting bottom prices, Mr. Proctor can confidently expect continued development of his business, especially as he keeps the service up to the highest standard of promptness and efficiency.

**Miss S. M. Smith**, Millinery and Fancy Goods, Wilton, N. H.—It is inevitable that in every community there should be establishments which either on account of their long standing, the excellence of the service provided, or both, should be universally considered to be the leaders in their particular line, and among such it is fitting that prominent mention should be made of that conducted by Miss S. M. Smith, in Wilton, N. H. This business has been carried on by Miss Smith for 14 years. She is a native of Milford, N. H., and has a large circle of friends throughout this vicinity. Her long and varied experience is of course of great advantage to her in the filling of orders for fine millinery work, and as her taste is unexceptionally correct, it is not surprising that no difficulty should be met with in satisfying the most fastidious customers. The store is about 600 feet in dimensions, and contains a beautiful stock of millinery and fancy goods, comprising the latest fashionable novelties, for Miss Smith makes it a rule to give her patrons the earliest chance to select from the newest styles. Small wares are also dealt in, and uniformly moderate rates are quoted on all articles handled.

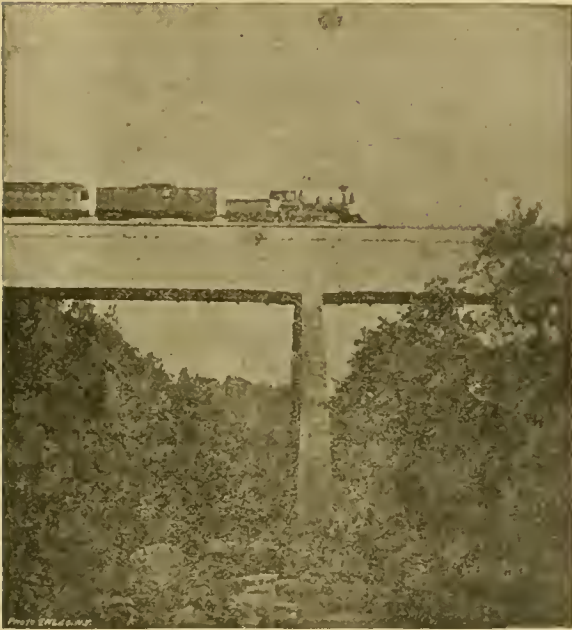
**H. A. Powers**, Druggist, Wilton, N. H.—It may seem a strange assertion to make, to say that the carrying on of a large number of drug stores argue well for the public health, but there is ground for this statement, for the simple reason that many drugs depend greatly upon their freshness for their effect, and the existence of a large number of drug stores has the result of causing each dealer to carry but a comparatively small stock of any one article, the consequence being that physicians can depend upon having their prescriptions filled by the use of ingredients much fresher than would otherwise be possible—a fact which we commend to the consideration of the few who think that now as formerly, every doctor should compound his own medicines. We would call your attention to the drug store conducted by Mr. H. A. Powers, Wilton, N. H., who has a good assortment of all that is usually to be found in a reliable druggists' store. Many residents of this section can testify to the merits of this house, and a careful examination of the methods pursued will convince any one of the value of such an establishment.

**A. O. Barker**, dealer in Choice Groceries, Flour and Grain, Wilton, N. H.—The purpose of this house since its inception has been to furnish reliable goods at the lowest market prices, and the enterprising efforts of the proprietor have met with hearty appreciation from his patrons. A nice stock of Choice Groceries, Flour and Grain will be found at this store which is neatly fitted up and is 18 x 60 feet in dimensions, and there is also a basement of the same size which is used for the storage of the stock on hand. Mr. Barker first started business here in 1881 and he has gained great respect and esteem for his straight forward dealings as a business man, and the gentlemanly qualities of mind and heart, which have secured to him many friends throughout this vicinity. Mr. Barker is a native of Temple, N. H. He gives employment to two competent and courteous assistants who attend to the filling of all orders with care and a promptness which is commendable. In addition to Choice Groceries, Flour and Grain, Mr. Barker has a good assortment of Crockery Ware, Glass, etc.

**Joseph Langdell**, Livery, Boarding and Sale Stable, Wilton, N. H.—Considering that it is almost impossible to find two men who will agree on all points as to what constitutes a good horse, it is not at all strange that no livery stable keeper has ever lived who perfectly satisfied everybody, but of course there is a good deal of difference observable in the methods practiced at the various public stables, and as we wish our readers to go where they will be assured prompt and polite attention, and thoroughly first-class service in every respect, we take pleasure in calling their favorable attention to the establishment conducted by Mr. Joseph Langdell, for this is one of the best equipped livery, boarding and sale stables in Wilton, and the management is liberal, enterprising and reliable. Mr. Langdell is a native of Mt. Vernon, N. H., and founded this business over forty years ago. His experience for so long a time gives reason for trusting the best and most valuable of horses to his care. Horses will be taken to board, and assured the best of care, and an abundance of proper food. Some excellent teams are available for livery purposes, and charges made are uniformly moderate. Horses for sale will be shown to their best advantage and to the satisfaction of their owners. Mr. Langdell has 20 stalls and employs two competent assistants.

# HISTORICAL SKETCH OF GREENVILLE, N. H.

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HIGH BRIDGE, GREENVILLE, N. H.

older New England communities bear witness, but the residents of what is now Greenville bore a very prominent part in the history of Mason, the parent town, and to that history we would refer those who wish information concerning the early development of this section. The abundant water power obtainable from the Souhegan River caused a mill to be built in the northwestern part of Mason at a very early date, and around this mill, house after house was built; the resulting community being known as Mason Harbor, Mason Village and Souhegan Village. As this village increased in population and wealth the disadvantages arising from its great distance from the town centre were more and more severely felt, culminating in an amicable separation, June 28, 1872. Greenville assumed thirteen-twentieths of Mason's liabilities, and was given sufficient territory to make up a tract some four miles long by one and one half miles wide. The surface is undulating, and the scenery in and adjacent to the town is very attractive; that at High Falls being even grand in its effects. Owing to the elevation of the territory, the pure air and the pure water, the town is a most healthful place of

An examination of a map of Hillsborough County will reveal some strange, ragged and apparently unreasonable boundary lines; giving the several townships curiously irregular shapes and reminding the observer (especially if the map be colored) of a highly ingenious piece of "crazy" patchwork; but probably nothing will more excite the curiosity of a stranger than to see the comparatively diminutive Greenville, carved out of the northwest corner of Mason and connected by a railroad curved like a fish hook and looking on the map as if its builders had a very strong preference for "the longest way 'round."

The history of Greenville, strictly speaking, covers a period of less than a score of years, and consequently is quite devoid of that interest attaching to savage forays, "hair breadth 'scapes mid flood and field," and other occurrences of which the records of



TOWN HALL, GREENVILLE, N. H.

residence, comparing favorably in this regard with many distinctively agricultural communities. Greenville has a handsome and substantial town house, erected in 1876 at a cost of about \$30,000.

A number of important manufacturing enterprises have been carried on here; among the more prominent articles produced having been woolen goods, cotton goods, twine, scythes and axes, chairs, tables, lead pencils, boxes, brackets, potash and bricks; but it is to the Columbian Manufacturing Company that the development of this vicinity is chiefly due. This concern was incorporated as the Rensen Manufacturing Company in 1826, "for the manufacture of cotton, woolen and other goods, and such other branches of trade and manufactures as may be usefully carried on." The present name was adopted the following year, and the capital and business have increased very materially since. Six large factories are now utilized, three of them and the main office being in Greenville. Despite the magnitude of local industrial interests, the field is by no means fully occupied, there being extensive water power still available by those having the requisite capital and enterprise. The present railway facilities have been enjoyed since 1852, and of course have had a powerful effect on the town's development. The Souhegan River is crossed by a massive bridge, one of the most impressive examples of engineering skill in the state.

The educational facilities of the town are worthy of so enterprising a community, and include a town library which is very generally patronized. The religious facilities are also excellent, various denominations being represented, and the several churches being largely attended. In short, Greenville is a good town to live in as well as to do business in, and present indications are that the community is entering upon an era of prosperity which will materially and permanently increase the population and wealth of the community.

## LEADING BUSINESS MEN OF GREENVILLE, N. H.

**Mason Village Savings Bank, Greenville, N. H.**—It is just about a score of years since the incorporation of the Mason Village Savings Bank, and therefore the operations of that institution have been long enough continued to enable an intelligent and fair judgment to be formed concerning the practical utility of the enterprise. We believe that on the whole the undertaking has been reasonably profitable to the members of the corporation, but we know that the community has profited greatly by it, not alone on account of money saved and deposited, but also by reason of the moral influence which an institution of this character honestly and ably conducted must inevitably exert. The Mason Village Savings Bank affords the residents of Greenville and vicinity a perfectly secure place of deposit for large or small savings; it shows by practical example the advantages gained by the formation of prudent habits, and it aids its depositors to accumulate a fund which shall provide for sickness, old age or lack of employment, by the payment of liberal rates of interest on all sums entrusted to it. Any enterprise which tends to make people realize that their future depends upon themselves; that success is to be gained by the utilization of present opportunities, and that the only sure way to command capital is to save and put aside small sums at a time, is doing a good and worthy work, and this is just what is being done by the bank in question. The gentlemen identified with its management are prominent and representative business men, and the Bank could have no more favorable evidence as to its soundness, than that afforded by the standing of its officers in business and social circles, as will be seen from the following list:

PRESIDENT: S. H. Bacon.

VICE-PRESIDENTS:

Isaiah Wheeler, Amos Scripture, Herbert J. Taft,  
Thomas Hays.

SECRETARY: George F. Merriam.  
TREASURER: Charles E. Marsh.

### TRUSTEES:

Morton L. Barrett, George W. Sargent,  
Joel H. Elliott, James Drummond,  
William H. Wilson, William W. Stevenson,  
Henry L. Kingsbury, Nathan P. Farrar,  
John C. Foley, Marshall Kimball,  
Vernon Eaton, Henry I. Whitney.

### FINANCIAL COMMITTEE:

Morton L. Barrett, Henry I. Whitney, Herbert J. Taft.

### AUDITORS:

William W. Stevenson, Herbert J. Taft.

The financial condition of the institution is first-class, and we take pleasure in referring our readers to the annexed statement:

### LIABILITIES:

Due depositors,	\$88,583.16
Guaranty fund,	4,039.60
Surplus,	4,447.83
Interest account,	1,918.72
	<hr/>
	\$98,989.31

### ASSETS:

Bank stock,	\$8,470.00
Fire Insurance stock,	2,400.00
Railroad stock,	3,285.00
Railroad bonds,	16,671.88
Municipal bonds,	16,872.50
Debentures,	15,000.00
Bills receivable,	28,459.60
Cash,	7,830.33
	<hr/>
	\$98,989.31

**Columbian Man'f'g. Co.,** W. C. Greene, Agt., Greenville, N. H.—The vast business conducted by the Columbian Manuf'g. Co., was founded many years ago, and for more than 60 years has been carried on under the present name. Operations were begun by Messrs. Silas Bullard & Co., who were succeeded by the Remsen Manufacturing Company in 1826, this corporation giving place to the Columbian Manufacturing Company in 1827. The manufacture of denims, shirtings and stripes is carried on on a most extensive scale, the available plant comprising five large mills, and including the most improved and efficient machinery. Mills Nos. 1, 4 and 6 are located in this town; Nos. 2 and 3 being in New Ipswich. The total annual product is vast in amount, superior in quality and great in value; while the readiness with which it is disposed of shows that the company's goods are generally known and appreciated by consumers and the trade. There is certainly every reason why they should compare favorably with all others of similar grade in the market, for unsurpassed facilities are at the command of the manufacturers, and no trouble is spared to ensure uniformity in every detail of the processes incidental to production. Of the mills located in Greenville, No. 1 is four stories in height, and 100x43 feet in dimensions; No. 4 is 100x44 feet in size, and has attached a cloth room measuring 72x44 feet, and a size room of the dimensions of 81x44 feet; while No. 6 mill is five stories high and 155x61 feet in size. There are also cotton houses, dye houses, stock houses, tenements, etc., and in fact everything necessary to carry on operations to the best possible advantage. Ordinarily the elaborate plant of machinery is driven by water-power, but all the mills are provided with steam apparatus of sufficient capacity to enable the works to be run to their full extent by steam-power alone. The arrangements for the distribution of the product are as complete and efficient as are those for its manufacture, the selling agents being Messrs. Bliss, Fabyan & Co., who own a controlling interest in the company, and are everywhere known in connection with the handling of textile fabrics. The firm has headquarters at No. 100 Summer street, Boston, and maintain offices in New York and Philadelphia. Denims, shirtings and stripes of standard quality can be furnished at short notice, and at prices in strict accordance with the lowest market rates. Mr. George F. Fabyan acts as treasurer of the company; the position of agent being filled by Mr. W. C. Greene.

**Farwell & Taft,** manufacturers of Chamber Furniture, Greenville, N. H.—It takes but little while to get used to anything, and people have become so used to having a house full of handsome and convenient furniture, that it is easy to imagine that this was always the case, but as a matter of fact it is only of comparatively recent years that the price of such articles has been reduced to a point where about everybody can afford them. This reduction is of course due to the use of improved machinery, and the more perfect sub-division of the work of manufacture. Some firms for instance, like that of Farwell & Taft of this town, giving exclusive attention to the manufacture of chamber furniture, and thus being enabled to reduce the expense of production to a minimum. Messrs. Farwell & Taft utilize a complete plant of improved machinery run by water-power, and employ from 20 to 30 assistants; the total annual product being worth a considerable sum. Carefully selected material is used, and every process incidental to production is carried out under skilful supervision, and in a thoroughly workmanlike manner; the result being goods well-known to the trade as being unsurpassed in their special line. The firm quote the lowest market rates on their productions, and their business is prosperous and increasing.

**Columbian Hotel,** Greenville, N. H., W. A. Robinson, proprietor. Special attention paid to transients. Good stable connected with house.—If such hotels as

the Columbian were more common throughout the country, the discomforts of traveling would be very materially diminished, for the proprietor of this popular house pays special attention to transient guests, and is untiring in his efforts to make them comfortable and advance their interests in all practical ways. The Columbian has been open a number of years and has changed hands many times, among the proprietors being Mr. Page Holt, who was succeeded by Mr. W. C. Farwell, who gave place to the present owner, Mr. W. A. Robinson, in 1889. Mr. Robinson is a native of Grafton, Mass., and is one of the few men who really "know how to keep a hotel." He works hard to make the service rendered as efficient as possible, and the Columbian is steadily gaining in popularity and patronage under his skilful management. There are 20 sleeping rooms on the premises, and the hotel is comfortably furnished and thoroughly well-kept in every part. An abundance of substantial and seasonable food is provided, and sufficient variety is offered to enable all tastes to be suited. There is a good stable connected with the house, where teams for pleasure or business purposes may be secured at uniformly moderate rates. The terms of the hotel are also moderate and fair, and, take it all in all, the Columbian is a thoroughly satisfactory house to put up at.

**Gustave Doucet,** dealer in Flour, Groceries, Tea, Coffee and Spices of the best quality; Foreign and Domestic Fruits in their season, also Second-hand Furniture, Main street, Greenville, N. H.—The enterprise carried on by Mr. Gustave Doucet affords a prominent example of what may be accomplished by energy, industry and honorable methods, for it was inaugurated but about nine years ago in a very small way, and has rapidly and steadily developed from the very first. Operations were begun in 1881 by Messrs. Paradis & Doucet, the present proprietor assuming sole control in 1882. He is a native of Canada, and has a very large circle of friends throughout Greenville and vicinity. Mr. Doucet employs two competent assistants, but he gives the many details of his business close personal attention, and thus is enabled to keep the service up to the very highest standard of efficiency, prompt and courteous attention being assured to every customer, and orders being accurately filled without delay. Premises of the dimensions of 34x65 feet are utilized, and a very heavy and varied stock is carried, comprising choice staple and fancy groceries, foreign and domestic fruits in their season, the best quality of teas, coffees and spices, the most popular brands of flour for family use, and also a full line of second-hand furniture. The store is conveniently located on Main street, and is a great favorite with the most experienced and careful buyers, as the goods always prove as represented, and the very lowest market rates are quoted on all the commodities handled.

**William W. Sawtell,** Undertaker and dealer in Furniture, Greenville, N. H.—The business carried on by Mr. William W. Sawtell is one of the oldest-established in this section of the state, it having been founded more than 55 years ago. Operations were begun by Mr. William Sawtell in 1835, and the present proprietor assumed entire control in 1880. He is a native of Greenville and is one of the best known and most highly esteemed of all our resident business men. Mr. Sawtell is an Undertaker and dealer in Furniture and Funeral Goods, he carrying a heavy and complete stock and being in a position to fill all orders at very short notice. The premises made use of comprise 3 floors, each of which measures 30 x 50 feet, and the stock is so arrayed as to make examination very easy. Coffins, Caskets, Robes, etc., will be supplied at the lowest market rates, and the assortment is sufficiently varied to enable all tastes and all circumstances to be suited. The entire charge of funeral will be undertaken if desired, and every commission will be promptly, faithfully and intelligently executed.

**F. M. Wheeler**, Dentist, over Post Office, Greenville, N. H.—Everybody knows that this is a rich and prosperous country and everybody also knows that by far the larger proportion of the inhabitants earn money to supply all reasonable wants, but notwithstanding this, few of us have any money to throw away, and therefore one of the first questions we ask when urged to do a thing is "will it pay?" Take it for instance in the matter of caring for the teeth, does it pay to have them put in first-class condition, even at considerable expense? Yes, it does unquestionably, for leaving all consideration of appearances, etc., out of the question, no one can afford to have diseased teeth, any more than he can afford to have any other portion of his body diseased, and indeed it is an admitted fact that defective teeth are a frequent cause of dyspepsia and other uncomfortable and even dangerous complaints. There is no need of going far away from home and paying fancy prices in order to have the teeth skillfully and thoroughly cared for, for in Mr. F. M. Wheeler the residents of Greenville and vicinity have a competent and conscientious dentist, and his charges are so moderate that his services are within the means of all. Mr. Wheeler has an office over the Post Office and has every facility at hand to enable him to carry on the practice of dentistry in all its branches in accordance with the most approved methods. He is a very gentle as well as a very thorough operator and the most timid need not fear to entrust themselves to his hands, for he spares no trouble to entirely do away with all unnecessary pain or even discomfort.

**N. P. Farrar** dealer in Stoves, Tin, Britannia and Wooden Ware, Pumps, Lead Pipe, Sheet Lead and Zinc, Tin Roofing, and all Kinds of Jobbing, Greenville, N. H.—There is almost as much difference in stores as there is in the people who use them or in the purposes for which they are used, and when buying anything in this line it is worth while to place your order with an experienced and reputable dealer who will know just what style is best suited to your wants, and who may be depended upon to advise you to the best of his ability. Few if any of our readers residing in Greenville or vicinity will need to be told that Mr. N. P. Farrar, "fills the bill" exactly, for he has carried on his present business for a score of years and is generally and favorably known throughout this section. Operations were begun in 1870 by Messrs. Scripture & Farrar, the present owner assuming sole control in 1873. He is a native of Mason, and has served on the board of selectmen. Mr. Farrar occupies two floors, measuring 20 x 40 feet, and carries a large stock of Stoves, Tin, Britannia and Wooden Ware, Pumps, Lead Pipe, Sheet Lead, Zinc and Plumbing Supplies in general. He quotes low prices, and his goods will prove just as represented in every respect. Orders for Tin Roofing, and all kinds of Jobbing in Tin, Sheet-iron and Copper will be filled without delay, and selected material is used and the workmanship is equal to the best.

**James H. Hartshorn**, dealer in Dry Goods, Family Groceries, Farming Tools, Gents' Furnishing Goods, Trunks, Valises, Umbrellas, Hats and Caps, Boots and Shoes, Small Wares, Etc., Greenville, N. H.—There is no establishment to be found in this section of the State that is more strictly representative than that conducted by Mr. James H. Hartshorn, for this enterprise was inaugurated more than a third of a century ago, and has been prominent in its own special line from the very start. Operations were begun in 1856, by Mr. J. H. Hartshorn, and were continued in 1859 by Messrs. Hartshorn & Sherwin, who were succeeded in 1861 by Messrs. A. D. Taylor & Co. Messrs. Hartshorn & Sherwin resumed control in 1862, and in 1865 the firm name was changed to Hartshorn & Lynch, and again in 1867, to Hartshorn & Whitney. Mr. James H. Hartshorn became sole proprietor in 1873, but in 1874 the firm of Hartshorn & Whitney resumed possession and retained

it for a decade, Mr. Hartshorn again becoming sole owner in 1884. He is a native of Wilton, and is so universally known throughout this section as to render extended personal mention altogether unnecessary. Mr. Hartshorn utilizes spacious and well-arranged premises, and carries an exceptionally complete and carefully chosen stock of general merchandise, even to merely catalogue it would exhaust many times our available space, and we will simply say that it includes dry goods, family groceries, farming tools, gents' furnishings, trunks, valises, hats and caps, boots and shoes, small wares, etc. The goods are dependable, the prices low as the lowest; while prompt and polite attention is assured to all by the employment of six competent and courteous assistants. Mr. Hartshorn also deals in new and second-hand carriages, sleighs, harnesses, robes, blankets, etc. He is also sole agent in Greenville for the celebrated W. L. Douglass shoes.

**Brown Brothers**, Provision Dealers, Greenville, N. H.—The residents of Greenville and vicinity consume a good deal of meat, and it is well that they do, for as a rule they are a hard-working people, and trying to do hard work without an abundance of good, substantial food is bound to cause mischief in the end, and far from being economical, is about as extravagant a procedure as could be named. The ability to buy a variety of good meats and other provisions is one good reason advanced by the people of Greenville why that place is an excellent one to live in, and to show that that reason was well-founded, the inquiring stranger would undoubtedly be directed to the establishment conducted by Messrs. Brown Brothers, for this firm deals largely in meats and provisions, and as they do butchering they are in a position to supply first-class meats at the very lowest market rates. The business was founded in 1877 by Messrs. Jones & Brown, who were succeeded by the present proprietors in 1879. Messrs. R. Brown, Jr. and D. J. Brown, are both natives of Greenville, and the former is connected with the Board of Selectmen. They give close personal attention to the many details of their business, and cater to all classes of trade, offering goods suited to all tastes and purses. Every article sold may be depended upon to prove as represented, and low prices rule in every department of the business. This firm also make a specialty of buying and selling "New Milch" Cows. They deal in from three to four hundred cows yearly. A full stock of cows is kept constantly on hand for sale or to exchange for all kinds of stock.

**O. D. Prescott**, dealer in General Merchandise; Grist Mill connected, Town House Building, Greenville, N. H.—It seems as if it would be impossible to name an article in common use not contained in the stock carried by Mr. O. D. Prescott, at his spacious store in the Town House Building, for here may be found as complete an assortment of general merchandise as anyone could wish to see. One floor and a basement, having a total area of 3000 square feet are made use of, and among the more prominent commodities handled may be mentioned dry goods, small wares, boots and shoes, trunks and valises, carpetings, flour and groceries, farming tools, paints and oils, and all kinds of grain. It will be seen that that there is nothing in the line of family supplies forgotten, and as Mr. Prescott handles strictly reliable goods and quotes the lowest market rates, it is natural that the services of seven assistants should be required to help in handling the many orders received. A well-appointed grist mill is run in connection with the enterprise, and flour, meal, feed and grain of all kinds will be furnished in quantities to suit, at short notice and bottom prices. This business was founded more than a score of years ago, having been started by Messrs. Prescott Bros., in 1869. It has been under the sole control of Mr. O. D. Prescott since 1870. He was born in Mason, has held the position of Town Treasurer, and is widely and favorably known throughout the State.

**W. E. White**, dealer in Dry Goods and Notions, Groceries, Hardware, Flour, Tea, Coffee, Spices, etc., Columbian Block, Greenville, N. H.—The business now carried on by Mr. W. E. White was originally established by the Columbian Manufacturing Company, and subsequently passed under the control of Messrs. Cotton & Thomas who in 1880 were succeeded by Mr. A. G. Kingsbury, he giving place to the present proprietor in 1883. Mr. White was born in Grafton, Vt., and is very intimately acquainted with his present business in every detail. He utilizes well-arrayed premises in Columbian Block, measuring 25 x 50 feet, and containing a skilfully chosen assortment of general merchandise, including foreign and domestic Dry Goods and Notions, Groceries, Hardware, Flour, Tea, Coffee, Spices and a lot of other commodities too numerous to mention. These are carefully selected to meet the wants of local trade and will give the best of satisfaction in every respect, while the prices quoted in the various departments of the business will compare favorably with those named in connection with goods of similar grade anywhere. Some especially choice teas and coffees are included in the stock, together with a complete line of Fruits, Vegetables and other canned goods, put up by the leading packers and unsurpassed for healthfulness and for delicacy of flavor. Mr. White employs two efficient assistants and spares no pains to maintain the high reputation for promptness and courtesy so thoroughly associated with his popular store.

**H. L. Kingsbury**, dealer in Ready-made Clothing, Boots and Shoes, Gents' Furnishing Goods, Trunks, Valises, &c., Greenville, N. H.—Much time and trouble and no little money may often be saved by purchasing an entire outfit at one place, and we can certainly give such of our readers as are contemplating the purchase of an outfit of clothing no better advice than to call at the establishment conducted by Mr. H. L. Kingsbury, for he carries a complete line of clothing, Boots and Shoes, Trunks, Furnishings, etc., and not only handles absolutely dependable goods but quotes absolutely bottom prices. He is a native of Francestown, N. H., and is widely and favorably known throughout Greenville, and vicinity. The business with which he is now identified was founded by Mr. C. N. Washburn, and in 1882 passed under the control of Messrs. Kingsbury & French, who were succeeded in 1883 by Mr. E. W. French, Mr. Kingsbury assuming sole ownership in 1887. The patronage is steadily increasing under his skilful management, and the public have long since learned that all representations made at his store can be implicitly relied upon. Besides carrying a full line of staple goods and styles, Mr. Kingsbury offers many of the latest fashionable novelties and those who like to feel that they are fully "up to the times" in the matter of dress will appreciate his policy in this respect. Clothing and Boots and Shoes for either working or dress wear may be bought of him to excellent advantage.

## HISTORICAL SKETCH OF DERRY, N. H.

The town of Derry was incorporated July 2nd, 1827, the territory comprising it having up to that date formed the East Parish of the town of Londonderry. The residents of the West Parish vehemently opposed the separation, but the great size of the township was a strong argument in its favor and the petitioners to the Legislature presented their case so convincingly that the efforts of their opponents in the matter were of no avail. The basis upon which the division was made, gave to Derry more than half of the population and valuation of the old town, which prior to the separation had some 3600 inhabitants. The first meeting-house for the especial use of residents of the territory forming the new town had been built in 1730 and answered every purpose for nearly forty years, finally being replaced by a much larger one in 1769, this measuring 65 by 45 feet. The raising of the great timbers going to make up its frame was no easy matter in those days, and necessitated the assembling of people from near and far; while these occasions were taken advantage of by the young men to compete with one another in feats of strength. Large amounts of provisions, cider and rum were consumed at every "raising," and the limited opportunity the people had for sociability caused them to look eagerly forward to an occasion of this kind, while the incidents connected with it formed a theme for gossip for weeks afterwards.

In 1824 the meeting house was considerably enlarged, and in 1845 it was entirely remodelled, and so arranged as to afford a church, a town hall, a vestry, a library room, and other accommodations. The early commercial interests of Derry were materially aided by the Derry Bank which was incorporated in 1829 and successfully conducted until the expiration of its charter in 1849, no changes being made in the offices of president and cashier during all that time. The Derry National Bank was chartered in 1864 and now affords all necessary financial facilities. Our limited space forbids more than mention of the Pinkerton Academy, which was opened in 1815 and has ever been an honor to the town. The Adams Female Academy is another noteworthy institution, and especially so from the fact of its having been the first academy in New Hampshire incorpo-

rated for the exclusive instruction of women. The first post-office within the town limits was established September 30, 1795, and shortly after the division of the town the name of the office was changed to Derry, this action being taken August 18, 1827. In 1854 a post-office was established at Derry Depot, but was abolished the following year. In 1860 it was restored, and ten years later the East Derry post-office was opened. The East Village was formerly the leading section of the town and still has many attractions, it being beautifully located, and a favorite summer resort. It contains the town hall, a handsome and convenient structure, erected in 1876, at an expense of \$7,000. Derry Village is of much more importance than East Village from a business point of view, it containing some well-equipped factories and well-stocked stores, but the industrial and mercantile centre of the town is at Derry Depot, which owes its name and being to the Manchester & Lawrence R. R., which was opened for business November 13, 1849. It soon became evident that the railroad was destined to bring about radical changes throughout the country that it traversed, and enterprising men were prompt in establishing themselves along its line. A resident of East Derry, Benjamin Eastman, was one of the pioneers at Derry Depot, and built the hotel and various large factories and stores. The manufacture of boots and shoes is the distinctive industry of the village and has caused it to be known at many widely distant points, some of the local products even being shipped for the voyage around Cape Horn, they being packed in tin-lined boxes. Some very surprising changes have taken place in the conditions of shoe manufacturing during the comparatively few years that it has been carried on on a large scale, so surprising in



fact as to make it idle to attempt to accurately forecast the future, but it may at least be said that so far as present indications are, the industry is destined to develop very extensively in this vicinity. The milk business is quite largely carried on at Derry Depot, or perhaps it would be more accurate to say that the surplus milk produced in Derry, Londonderry and Windham is shipped from the valley to the Boston market. It is probable that this industry is destined to steadily and rapidly develop for years to come, for the demand for fresh, pure country milk is constantly increasing, and the local farmers can greatly extend their productive facilities and of course will do so as long as they get a fair return for their labor. Thousands of barrels of apples are shipped from Derry Depot every year, and some hundreds of carloads of grain are received. Telephonic connection is had with Manchester, and so of course with many other points, and indeed as regards facilities for the prompt and accurate transaction of business the town of Derry need not fear comparison with other communities of no greater population. The population and valuation are steadily increasing, and the permanency of this gain is assured from the fact that it is by no means the result of a "boom," the progress being as moderate as it is sure.



## Leading Business Men of Derry Depot and Derry, N. H.

**F. A. Palmer**, Dealer in Mens', Youths and Boys' Clothing, Hats, Caps and Gents' Furnishings, Derry Depot, N. H.—Among those doing business in Derry Depot, none is better known than Mr. F. A. Palmer, who is a native of this town, is a member of the Governor's Staff and has a very extensive circle of friends, by no means confined to any particular section. Mr. Palmer opened his present establishment in 1882 and has made it one of the most popular of the kind to be found in this vicinity. Just what methods he has followed to attain this popularity can best be appreciated by visiting his store, which is 50x25 feet in dimensions and contains a very desirable stock made up of mens', boys' and youths' clothing, hats, caps and gentlemen's furnishings. Some of the reasons why this stock is "very desirable" are: first it is made up of new, fresh and fashionable goods, no "back numbers" of any kind being included within it, second, every article is guaranteed to prove as represented, and third, the assortment is so varied as regards styles, sizes, prices, etc., that all tastes, all ages and all purses can easily be suited. Mr. Palmer quotes the very lowest market rates at all times, and callers are assured prompt service and the reception of a full hundred cents of value for every dollar they spend.

**S. Howard Bell**, Pharmacy, Derry Depot, N. H.—All of us have heard the old proverb,—"The proof of the pudding is in the eating,"—and with equal truth it may be said that the proof of Mr. S. Howard Bell's competency and fitness to conduct a first-class pharmacy is to be found in the enviable record he has made in this capacity during the eleven years he has carried on operations here. The business was established in 1879, and has steadily developed until it has reached very satisfactory proportions. Mr. Bell makes it a rule to keep his stock of drugs, medicines and chemicals constantly complete in every department, and as a consequence he is prepared to compound prescriptions of any kind without delay. He obtains his supplies from the most reliable

sources, and neglects no precaution that would tend to insure absolute accuracy in even the smallest details of prescription compounding. No fancy charges are made, the prices always being as low as is consistent with the use of the best obtainable materials. A full assortment of proprietary medicines, fancy and toilet articles, notions, choice cigars, etc., is always on hand to select from, and sufficient assistance is employed to ensure prompt and careful attention to every caller.

**Fred R. Felch**, Counselor at Law and Insurance Agent, Derry Depot, N. H.—Mr. Fred R. Felch is a native of Bradford, N. H., and has carried on operations here in Derry Depot since 1885. Since becoming established here he has bought out Mr. J. W. Bean, and has built up an extensive insurance business besides establishing a large legal practice, for Mr. Felch is a counselor at law, and has won an enviable reputation for varied information, sound judgment and entire devotion to the interests of his clients. He has unsurpassed facilities for the placing of insurance to any desired amount, and represents such standard fire companies as the Granite State of Portsmouth, the Capital of Concord, and the Manufacturers' and Merchants' Mutual of Concord. Also the People's Fire Insurance Company of Manchester. He also represents the Employer's Liability Assurance Corporation of London, England, and the Northwestern Mutual Life Insurance Company of Milwaukee, Wis. This latter organization is one of the strongest and most ably managed in the world, and, although it only began to seek business in New Hampshire within comparatively few years, it is now as popular a life company in this state as can be named. It issues policies of all the accepted kinds, and the expense of insuring in it is very low considering the unimpeachable character of the security provided. Mr. Felch is in a position to insure desirable risks on as favorable terms as can be made anywhere, and all business entrusted to him is assured immediate and painstaking attention.

**Geo. B. Smith**, Dealer in Choice Family Groceries, Flour, Grain, Hay, Butter, Cheese, Canned Goods, Fruit, Breakfast Cereals, Confectionery, Teas, Coffees, Spices, Paints and Oils; Derry Depot, N. H.—The amount of bother and vexation that may be saved by purchasing such supplies as groceries, flour, teas, coffees, etc., from a well-equipped and strictly reputable dealer can scarcely be overestimated, and to such of our readers as have as yet made no permanent and satisfactory arrangements, we take great pleasure in recommending Mr. George B. Smith, for he is an extensive dealer in choice family groceries, etc., and spares no pains to supply the best goods at the lowest market rates. The business now conducted by him was founded in 1879 by Mr. George S. Rollins, who was succeeded in 1882 by Messrs. Rollins & Smith, Mr. Rollins resuming sole control in 1883, and giving place to the present proprietor in 1887. Mr. Smith is a native of Raymond, N. H., and is very widely known in Derry Depot and vicinity, both in social and business circles. The premises he makes use of comprise one floor of the dimensions of 25 x 75 feet, a basement measuring 40 x 75 feet, and a spacious storehouse; so it will be seen there is no lack of room to accommodate a very large stock. Among the more important commodities constantly kept on hand are flour, grain, hay, butter, canned goods, fruit, breakfast cereals, teas, coffees, spices, paints and oils; not forgetting what is considered the best assortment of tobacco and cigars in town. Mr. Smith quotes some very low prices on strictly dependable goods, and fills orders promptly and accurately; employment being given two competent assistants.

**Colburn, Fuller & Co.**, Manufacturers of Ladies' Misses' and Children's Stout and Fine Boots and Shoes; W. S. Pillsbury, Agent; also of Men's, Boys' and Youths' Medium Shoes; C. A. Floyd, Agent, Derry Depot, N. H.; Boston Office, No. 124 Summer Street—That the manufacture of boots and shoes is a representative New England industry is, of course, well known to all of our readers, but we question if many of them (aside from those directly or indirectly connected with the business) realize how greatly it has developed within a comparatively few years. The best way to gain an adequate idea of the magnitude of this development is to trace the progress of the operations of one representative concern, as, for instance, Messrs. Colburn, Fuller & Co., who now rank with the largest boot and shoe manufacturers in this country. They maintain two immense factories here in Derry Depot; one being devoted to the production of ladies', misses' and children's stout and fine boots and shoes, and the other to the manufacture of men's, boys' and youths' medium shoes. The enterprise conducted by Messrs. Colburn, Fuller & Co. was inaugurated in 1853 by Messrs. Boyd, Corey & Co., who were succeeded by Messrs. E. W. & C. F. Davis & Co., this latter firm giving place to Messrs. N. Sylvester & Co., and they to Messrs. E. P. Phillips & Co. In 1872 Messrs. Clement, Colburn & Co. assumed possession, being succeeded by Messrs. Colburn, Erskine & Co. in 1878, and the existing co-partnership was formed in 1882, the partners being Messrs. George D. Colburn and Charles Colburn, both of whom are natives of Milford, Mass., and Mr. E. L. Fuller, who was born in Peabody, Mass. The firm's largest factory is utilized for the manufacture of ladies', misses' and children's boots and shoes, and has been repeatedly enlarged; its present capacity being four times that of eleven years ago. This establishment is under the direct management of Hon. W. S. Pillsbury, who has been identified with it for a score of years. The premises have been so largely added to from time to time that it is not easy to estimate their exact area, but if the factory were one continuous building, it would be three stories in height and 400 x 30 feet in dimensions. The plant of machinery is of the most elaborate and improved type, and includes a seventy-five horse boiler and a fifty horse engine; employment being given to from four hundred to five hundred assistants; and some four thousand pairs

of boots and shoes being produced daily. The other factory maintained by the firm has been operated by them since 1886, and is managed by their agent, Mr. C. A. Floyd. Its capacity is about one-half that of the first-named establishment, and the product is made up of men's, boys' and youths' shoes of medium grade. The main shop is 40 x 130 feet in size and four stories in height; having an ell of equal height and width seventy feet in length. From two hundred to two hundred and twenty-five operatives are employed, and power is afforded by a twenty horse engine. Messrs. Colburn, Fuller & Co. have an office at No. 124 Summer Street, Boston, and ship goods over a very large section of the country. A business does not increase so rapidly as theirs has without good reason, and only a little inquiry is needed to demonstrate the fact that their productions are popular wherever introduced, being remarkably uniform in quality, and comparing favorably with any goods of similar grade. The firm enjoy exceptional facilities, and are always in a position to quote the lowest market rates, and to fill orders at comparatively short notice.

**F. I. Drowne**, D. D. S., Dentist, Derry Depot, N. H. Tuesdays, Wednesdays, Thursdays. Chester, N. H. Mondays, Fridays, Saturdays.—It is no doubt true that the most valuable discoveries and improvements have been made by dint of ingenious and persistent experimenting, and so no reasonable person can object to experimenting within proper bounds, but all of us have a very clearly defined objection to being made the subject of experiments, especially where the treatment of the teeth is concerned, and therefore naturally we want to feel sure of the entire competency of any dental practitioner before making use of his services. There can certainly be no question as to that of Dr. F. I. Drowne, who has an office in this town and also in Chester, first, because that gentleman is a graduate of the Philadelphia Dental College (one of the leading colleges of the kind in the country) and second because he has amply proved his competency during the three years that he has carried on operations in this vicinity. Dr. Drowne is a native of Concord, N. H., and is widely and favorably known socially and professionally in this state. He may be found at his Derry Depot office Tuesdays, Wednesdays and Thursdays; being in Chester Mondays, Fridays and Saturdays. His rooms are equipped with the most improved appliances and tools for the carrying on of dentistry in all its branches; and while all work is guaranteed, the charges are uniformly moderate. Dr. Drowne is a gentle as well as a thorough operator, and the most timid will be quickly re-assured by his careful and easy methods.

**M. J. Horne**, Saw Mill and Box Factory, Derry Depot.—Among the representative industrial enterprises carried on in this vicinity, prominent mention should be made of that conducted by M. J. Horne, for this undertaking was founded a number of years ago, and has steadily developed until it has reached large proportions. Business was begun in 1870 by Messrs. Horne & White, who were succeeded ten years later by Messrs. Horne Brothers, the present proprietor assuming sole control in 1885. He was born in Derry, and served two years in the army during the Rebellion. The saw mill and box factory, with which he is identified, is one of the best equipped establishments of the kind in this section of the state, and the premises utilized are spacious and well-arranged, the main mill being 40 x 60 feet in dimensions, and having an ell measuring 20 x 60 feet, besides an engine and boiler room. Power is furnished by an eighty horse engine, and the capacity of the mill is sufficiently great to allow of the most extensive orders being filled at short notice. With such facilities, Mr. Horne is in a position to quote the lowest market rates on the various commodities he handles, and we may add that large and small orders are given prompt and careful attention.

**C. L. Cutler**, Dealer in Stoves, Hardware and Tinware, General Jobbing, Derry Depot, N. H.—So far as Derry Depot and vicinity are concerned the establishment conducted by Mr. C. L. Cutler may safely be called the headquarters for stoves, hardware and tinware, for a very extensive and varied stock is constantly carried, low prices are quoted, and during the thirteen years that Mr. Cutler has maintained this store about all the residents of this section have come to realize that he offers unsurpassed, and in some respects unequalled inducements to buyers. Mr. Cutler has been the longest in business of any merchant in Derry. He was born in Montpelier, Vt., opened his present establishment in 1877, and has built up a prosperous trade, besides gaining a most enviable reputation as an enterprising and honorable business man. The store is 28x45 feet in dimensions and contains a very carefully selected stock of general hardware, tinware and stoves of the latest and most approved patterns. A workshop and a basement are also occupied; the former being 20x24 feet in size and being fitted up with all the necessary appliances, etc., for the doing of tin-smithing and general jobbing. Mr. Cutler employs three experienced assistants and is prepared to fill orders in a uniformly satisfactory manner, at short notice and at moderate rates.

**E. N. Whitney**, Choice Groceries, Grain, Paints, Oils, Varnishes, Hardware, Dry and Fancy Goods, Boots and Shoes, All at bottom prices, Derry Depot, N. H.—The business carried on by Mr. E. N. Whitney was founded some years ago and has changed hands a number of times, the present proprietor becoming identified with it as a member of the firm of Clifford, Whitney & Co., in 1889, and assuming sole ownership in 1890. He is a native of Maine, and is thoroughly familiar with the practical details of his present line of trade, giving the business careful personal supervision and raising the service to the highest standard of efficiency. Mr. Whitney is a dealer in general merchandise and utilizes very commodious premises, comprising one floor and a basement of the dimensions of 40x90 feet, and a storehouse measuring 20x30 feet. An immense stock is carried, among the more important commodities handled being choice staple and fancy groceries, grain, hardware, paints, oils and varnishes, boots and shoes, and dry and fancy goods. These are selected especially with a view to supplying regular trade, and hence may be depended upon to prove entirely satisfactory, as they come from the most reliable sources and are in every instance guaranteed to prove just as represented. Mr. Whitney believes in "quick sales and small profits" and quotes bottom prices on everything he handles. There are five assistants employed, and immediate and careful attention is thus assured to every caller.

**George A. Waugh**, Dealer in Fresh Meats, Fish, Oysters, and all kinds of country produce, also all kinds of salt and pickled fish, Derry Depot, N. H.—The enterprise conducted by Mr. George A. Waugh was inaugurated in 1887 by Mr. L. H. Barnett, and changed hands a number of times before coming into the possession of the present proprietor in 1889. Mr. Waugh is a native of North Wayne, Maine, and has considerably developed the business since assuming control of it, for from the first he has worked hard and intelligently to improve the service rendered and has already built up an enviable reputation for energy and reliability. He deals in fresh meats of all kinds, fish, oysters, country produce, etc., and constantly has on hand a full assortment so carefully and skillfully selected that from it all tastes and all purses can be suited. This may seem to be a somewhat extreme statement but it is fully justified by the facts and can easily be verified if desired. Employment is given to 2 efficient assistants, and all orders, large or small are assured prompt and painstaking attention; while the prices quoted on the various commodities dealt in will bear the most searching examination.

**Miss Fanny E. Boyd's Fashionable Millinery Rooms**, New styles received early, call and see them, Derry Depot, N. H.—Such of our readers as are numbered among the fair sex, no doubt find the establishment conducted by Miss Fanny E. Boyd to be the most attractive in this vicinity, for Miss Boyd is an extensive dealer in millinery and fancy goods and always has on hand a very desirable assortment of the latest novelties in these lines. She is a native of this town and has a large circle of friends here, to which she has added since inaugurating her present enterprise in 1888. It would be hardly worth while to attempt to describe a stock which is so constantly changing as is hers, and we will therefore only state that it comprises trimmed and untrimmed hats and bonnets, velvets, laces, feathers, flowers and trimmings in general; together with a fine assortment of fancy goods of various kinds. Miss Boyd keeps thoroughly well informed concerning the latest dictates of fashion, and the very latest fashionable novelties are obtained as soon as they appear in the market. Particular attention is paid to order work, and Miss Boyd's exceptional taste has given her a most enviable reputation among those appreciative of really artistic millinery effects. She employs several assistants during the busy season and fills orders at short notice and at moderate rates.

**J. W. Bean**, Derry Depot Shoe Store, Odd Fellows' Block, Derry Depot, N. H.—The "Derry Depot Shoe Store" is a very good name so far as it goes, but it would be apt to give a very imperfect idea of the establishment which bears it, for, although Mr. J. W. Bean, the proprietor, certainly does deal in boots, shoes, rubbers, etc., he also handles other equally useful commodities, such as crockery and glass-ware; tinware, lamps, books, stationery, toys, etc. He is a native of Brentwood, N. H., and founded his present business in 1884. Mr. Bean has served as state representative, and is so generally known hereabouts as to render extended personal mention quite unnecessary. He gives close attention to his business, and the natural consequence is that the service is always prompt and polite, and the goods satisfactory in every instance. The store is located in Odd Fellows' Block, and is 26 x 54 feet in dimensions, so it will be seen there is room to accommodate a very large stock. This space is fully availed of, and the assortment is so extensive, so varied and so skillfully selected, that all tastes, as well as all purses, can surely be suited. The latest novelties in footwear, etc., are to be seen at this popular store, and bottom prices are quoted in every department of the business.

**Hotel Bradford**, A. J. Willey, Proprietor; First-Class House; American Plan; First-Class Livery Connected with the House; Derry Depot, N. H.—The pretentious and absurd claims, which are made in behalf of some hotels, have done much to make the public, and especially the traveling public, look with suspicion on any house which is asserted to be decidedly superior to the average, and, therefore, we feel placed in a somewhat embarrassing position as regards Hotel Bradford, for any mention of it, which will do it justice, must make it appear decidedly superior to the majority of public houses carried on under similar conditions. Some people are extremely hard to suit, and even the most efficient service does not give them entire satisfaction, but we have yet to hear a complaint of the accommodations or the management of Hotel Bradford; the unanimous verdict being that it is a thoroughly comfortable and home-like hostelry, that guests are assured prompt and polite service, and that the terms are remarkably low considering the accommodations provided. Now, this, of course, is high praise, but it comes from competent and unprejudiced judges, and is consequently worthy of careful consideration. The present proprietor, Mr. A. J. Willey, is a native of New Hampshire, and in 1886, succeeded Messrs. Cooper & Fairbanks in the ownership of the hotel. He gives close personal attention to the

supervision of affairs, and employs eight competent assistants. The hotel contains thirty sleeping rooms, which are comfortably furnished, and kept in neat and trim condition at all times. There is a first-class livery connected with the house, and teams will be furnished at very short notice and at moderate rates. Hotel Bradford is conducted on the American plan, and is steadily gaining in popularity under its present management.

**J. F. Webster.** Retail Dealer in West India Goods, Groceries, etc.; Teas and Coffees. Specialties; Derry Depot, N. H.—The popularity of some establishments, like that of some individuals, is very difficult to account for, there apparently being no reason for it whatever, but such is, by no means, the case with the store conducted by Mr. J. F. Webster, for, although this is undeniably and exceptionally popular, still the reasons are plainly evident. We need not mention them here in detail, but will simply say that they include the carrying of a large and varied stock, the quoting of low prices, and the assurance of prompt and polite attention to every customer. Mr. Webster is a native of England, and became identified with his present establishment in 1884. He is a retail dealer in West India goods, staple and fancy groceries, etc., and gives particular attention to the handling of teas and coffees, constantly carrying a very desirable assortment of the best brands the market affords, and sparing no pains to offer goods which will give entire satisfaction to the most fastidious. His prices in this department will compare favorably with those quoted by other dealers, and in the majority of cases his goods are decidedly superior in quality. Pure spices and first-class canned goods are also largely dealt in; and all orders are promptly and accurately filled, employment being given to two competent assistants.



**F. H. Butler,** Derry Depot Bakery, Bread, Cake, Pastry, Beans, Brown Bread, etc., etc. Wedding Cake a Specialty, Derry Depot, N. H.—There are but few, if any, retail establishments located in Derry Depot that could not be better spared than that conducted by Mr. F. H. Butler, for he carries on the only bakery in town, and so manages it as to make it a great public convenience. There are public bakeries which are undeserving of any patronage whatever, and which unquestionably do more harm than they do good, but the support accorded to the one in question is thoroughly well deserved, and it is a pleasure to call favorable attention to an enterprise so honorably and liberally managed. It was inaugurated in 1884 by Messrs. Webster & Salisbury, who in 1885 were succeeded by Mr. G. L. Webster, he giving place to Mr. G. M. Ball in 1887, and the present owner coming into possession in 1888. He is a native of Boston, and is thoroughly familiar with the business in every detail. A very attractive stock is constantly carried, comprising Bread, Cake, Pastry, etc., and the articles composing it are renewed at such frequent intervals as always to be fresh and appetizing. Brown Bread and Beans are baked here in first-class style, and we need hardly say that in so genuine a New England community as Derry Depot is, there is a great demand for these palatable articles. Mr. Butler uses carefully selected material and employs skilled help.

**Abbott, Davis & Co.,** Carriages and Livery Stable, Derry Depot, N. H.—We have no doubt but what it would surprise the large majority of our readers to learn how heavy a sum of money is expended for horse hire per year in N. H. alone, and yet it is obvious that the amount must be very considerable, for there are many livery stables, and the cost of carrying these on must aggregate a very large sum. Generally speaking, the money spent in horse hire is well invested, for it is apt to yield a big dividend of pleasure and health, and it would unquestionably be better for the community as a whole if much more were expended in this direction. One of the best known stables in this vicinity is that carried on by Abbott Davis & Co. The proprietors give close personal attention to the filling of orders, while employing sufficient assistance to enable them to execute all commissions at short notice, furnishing desirable and safe teams, single and double, at uniformly moderate prices. Horses will be taken to board at a reasonable charge, and are sure of comfortable accommodations and satisfactory food and care. Carriages of all kinds are also sold at very reasonable prices.

## DERRY NOTICES.

**Pinkerton Academy,** Derry, N. H.—Rev. E. G. Parsons, President of Board of Trustees; Rev. B. F. Parsons, Secretary; G. W. Bingham, A. M., Principal. This institution has been in successful operation more than three-quarters of a century. Its permanent funds have been increased by the munificent bequest of John M. Pinkerton, Esq., a son of one of the original founders. His princely gift did not become available for the current expenses of the school until a sum had accrued from its income sufficient for the construction of a new building which should be adequate to the requirements of the school in the enlarged and advanced form which the funds might enable it to take. This building is now completed and was opened for school use September 5, 1887. It has been constructed after the most approved principles of modern school architecture. In arrangements for lighting, warming, and ventilation, it is confessedly a model, and no pains have been spared to secure the safety, convenience, health and comfort of pupils and teachers. Frequent additions are being made to the supply of charts, apparatus and musical instruments; and the library is being increased by the outlay of \$500 each year. Hildreth Hall, owned and controlled by the Trustees, is a thoroughly-fitted and well-conducted boarding house, where one of the teachers has his home and where parents may entrust their sons to his special care. There are very desirable boarding places for young ladies in several families of the village. The work of instruction is done by six thoroughly equipped permanent teachers. Students may choose between three full courses of study, one of which is planned with special reference to young ladies. Excellent opportunities are afforded for the study of freehand and mechanical drawing, and vocal and instrumental music. The growth of the school is commensurate with the increase of its attractions, and the attendance has doubled during the last few years. Eight or more N. E. Colleges either have graduates of this Academy in their membership, or are to have them from among those now completing a course here. Through liberal use of the ample endowment, the expenses are kept at a minimum. The charge for tuition in either course is only \$18.00 per year, and the entire expense per year, for tuition, books, and board in Hildreth Hall, including fuel, lights and washing, need not exceed \$200. Candidates for admission should present themselves at the entrance examination, which is held on the first morning of each term, and on Wednesday morning of graduation week. The school year opens on the first Tuesday in September. For further information address the Principal, G. W. Bingham, Derry, N. H.

**Derry National Bank, Derry, N. H.**—It is now more than 60 years since the Old Derry Bank was incorporated, and most remarkable changes have taken place in every department of commercial and industrial activity since its organization in 1828. The town of Derry has developed wonderfully in some respects, although it would be absurd to maintain that this development is entirely due to the superior banking facilities it has enjoyed, it is nevertheless undeniable that it has been materially aided by them. The present Derry Bank was incorporated as a State Bank in 1855, and was reorganized under the National banking laws in 1862. It has always been conservatively yet progressively managed, and without making any great pretensions it has still long been accepted as a representative and in many respects a model institution of its class, by authorities on financiering throughout New England. The capital stock paid in amounts to \$60,000 and there is a surplus of more than \$10,000, and undivided profits exceeding \$1,000; the financial condition of the bank being of the most gratifying kind, and speaking volumes for the ability of those who have been and are concerned in the management of the institution. These gentlemen are widely and favorably known throughout this section in their individual capacities as well as by reason of their connection with the bank, and a glance at the following list will show that none of them need introduction to our readers; John W. Noyes, Nathan B. Prescott, William H. Shepard, Samuel H. Shepard, George Moore, Hiram C. Matthews, Frederick J. Shepard; John W. Noyes, Pres.; Nathan B. Prescott, Vice-Pres.; Frederick J. Shepard, Cashier. The Derry National Bank is a correspondent of the National Bank of Redemption, Boston, Mass., and is excellently prepared to transact banking business in all its branches, including the collection of drafts, the purchase and sale of securities and the discounting of approved commercial paper. The accounts of business firms, corporations, institutions and individuals will be received on the most favorable terms, and any business entrusted to the bank will be transacted with fidelity and despatch. Those seeking a reliable and well equipped bank of deposit, etc., will be especially interested in the following figures: Statement of the condition of the Derry National Bank, Derry, N. H., Thursday, January 2, 1890.

## RESOURCES.

Loan and Discounts . . . . .	\$52,895 32
U. S. Bonds to Secure Circulation . . . . .	25,000 00
Stocks and Bonds . . . . .	44,446 00
Due from Correspondent in Boston . . . . .	28,984 74
Redemption Fund with U. S. Treasurer . . . . .	1,125 00
Premium Fund . . . . .	5,697 00
Furniture and Fixtures . . . . .	600 00
Cash on hand . . . . .	3,437 29
	<hr/> \$162,185 35

## LIABILITIES.

Capital Stock paid in . . . . .	\$60,000 00
Surplus . . . . .	10,100 00
Undivided Profits . . . . .	1,043 07
Dividends Unpaid . . . . .	1,992 00
National Bank Notes Outstanding . . . . .	22,000 00
Individual and Certificate Deposits . . . . .	67,050 28
	<hr/> \$162,185 35

**J. S. Couch, Dealer in Choice Family Groceries, Pure Teas, Coffees and Spices, Derry, N. H.**—Mr. J. S. Couch is a native of Chester, N. H., and has carried on the enterprise with which he is now identified for about five years, he having succeeded Conwin Brothers in 1885. This firm was preceded by Mr. A. T. Lonard, and he by Mr. Frank Howe, for this is quite an old-established business and is one of the representative undertakings of the kind in this vicinity. Mr. Couch utilizes one floor and a basement of the dimensions of 40x25 feet, and carries a very desirable stock, giving evidence of careful

and skillful selection in every department and comprising staple and fancy groceries of every description especially adopted to family use. Particular attention is given to the handling of pure teas, coffees and spices, and the most fastidious will here find goods that will prove altogether satisfactory. No fancy prices are quoted in this department either, and indeed Mr. Couch makes a practice of furnishing all the commodities in which he deals in at the lowest market rates. Orders will be promptly and accurately filled, and callers may safely depend upon receiving immediate and courteous attention.

**Chas. Bartlett, Drug Store, also Editor and Proprietor of "Derry News," Derry, N. H.**—So far as our Derry readers are concerned, we think an introduction to Mr. Charles Bartlett will be scarcely necessary, for considering that he was born in this town; has carried on business here for a number of years; is Postmaster and is proprietor and editor of the "Derry News," the natural presumption is that he is pretty thoroughly known throughout this vicinity. Mr. Bartlett has been engaged in business in Derry since 1870, and has conducted his drug store since 1884. The premises have an area of some 700 square feet, and contains a very large and varied stock, comprising drugs, medicines and chemicals of every description, books and stationery, confectionery, fancy articles, toilet novelties, etc. The compounding of prescriptions is given particular attention, orders being filled in the most painstaking and accurate manner, at short notice and at very reasonable rates. There are three assistants employed in the store and callers are assured prompt and polite service. The "Derry News" was established by Mr. N. C. Bartlett in 1880 and came into the possession of the present owner the following year. It has steadily gained in circulation and influence and well deserves its popularity, being one of the most carefully and ably edited journals of its class in New England. It is a valuable advertising medium for those wishing to reach the purchasing class in this section of the state, and its advertising space will yield big dividends to those who invest in it judiciously. It has eight pages, forty-eight columns and is cut and pasted. Mr. Bartlett is constantly striving to improve the "News" in one department or another and we congratulate the residents of Derry on being represented by so able and progressive a journal.

**Charles S. Pettee, Dealer in Dry Goods, Groceries, Crockery, Hardware, Paints, Oils, Farming Tools, Boots, Shoes, Paper Hangings, and all articles kept in a first-class country store, Derry, N. H.**—The establishment carried on by Mr. Charles S. Pettee is as fine an example of a first-class country store as can be found in New Hampshire, and is worthy of much more extended mention than the limitations of space will enable us to give it, for the stock carried is so heavy and varied and the business has so many important departments that a full description of the enterprise would occupy a good deal of room. It was inaugurated a great many years ago, and in 1860 was carried on by Mr. George F. Adams, who was succeeded in 1869 by Messrs. Pettee & Co., whom Mr. Charles S. Pettee succeeded in 1881. He is a native of Bennington, Vt., and is one of the best-known business men in this section of New Hampshire, being highly esteemed for his active and progressive but strictly honorable methods. The premises made use of consist of a store measuring 20x42 feet, and a store room of similar dimensions, and among the more important commodities included in the stock may be mentioned dry goods, groceries, crockery, glass, earthen and stone ware, hardware, paints, oils, farming tools, flour, salt, etc., together with rubber goods, varnishes, soaps, boots and shoes, fancy goods, cutlery, school books, stationery, paper hangings, medicines and confectionery. Mr. Pettee is a wholesale as well as a retail dealer in paints, oils, varnishes, soaps and rubber goods.

**L. B. Hardy**, Dealer in Corn, Meal, Oats, Shorts, Middlings, etc., Band Sawing, also Shingles sawed and for sale, Derry, N. H.—The mill now operated by Mr. L. B. Hardy was established as far back as 1819, and has passed through the hands of many parties, finally coming under the control of the present proprietor in 1884. Of course the machinery etc., has been materially improved and added to from time to time, and Mr. Hardy is in a position to meet all honorable competition, as his saw and grist mill is thoroughly well equipped and has sufficient capacity to enable the most extensive orders to be filled at short notice. The building is three stories in height and about 40 feet square,

affording ample room for the operation of all necessary machinery, etc. Mr. Hardy is a native of Warner, N. H., and has many friends in Derry and vicinity. He gives close personal attention to the details of his business and is prepared to fill both wholesale and retail orders in an entirely satisfactory manner and at the very lowest market rates. Corn, meal, oats, shorts, middlings, etc., are supplied in quantities to suit, and band sawing will be done to order in first-class style. Shingles will be sawed to order at a moderate charge and may be bought at wholesale or retail at prices as low as the lowest.

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## HISTORICAL SKETCH

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# P E P P E R E L L .

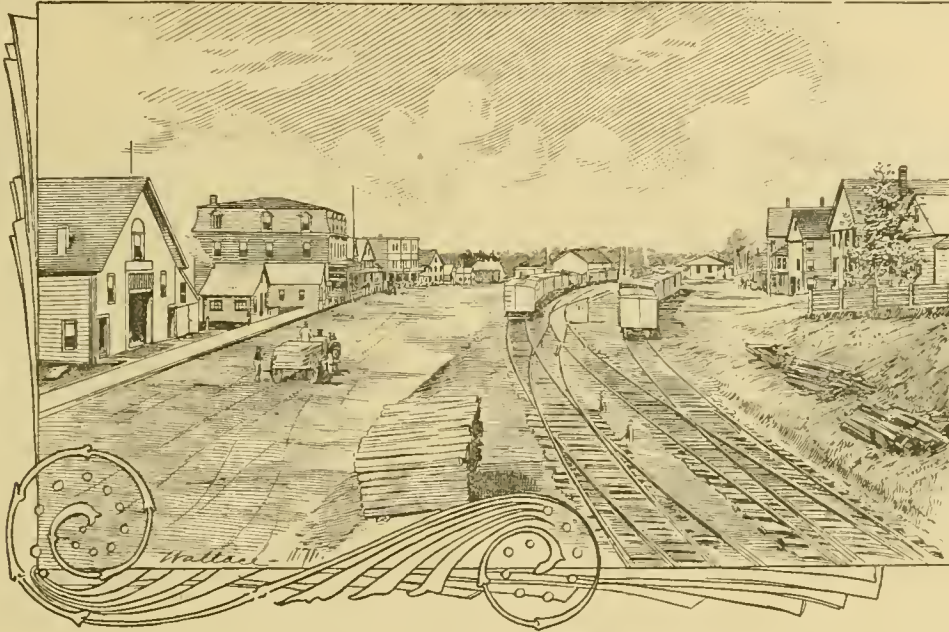
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The first settlements in that part of Groton which was afterward to be known as Pepperell were made in 1820, and in 1742 the forty-two families then residing in Groton, west of the Nashua River, petitioned the general court to be set off as a distinct precinct, the prayer being granted and the district being called Groton West Parish. The residents were subsequently allowed to act independently of Groton as regards parochial matters, but in all other respects were bound by the express wishes of the majority of voters in the entire town. The first legal meeting of the new parish was held January 17, 1743, when the necessary officers were chosen, and ten pounds appropriated. At another meeting held shortly afterward, it was voted to build a meeting house, but there was great dispute as to where it should be located, and from this and other causes its erection was so delayed that the building was not ready for occupancy until 1845. Rev. Joseph Emerson of Malden was the first regular settled minister, he being ordained February 25, 1748. Some five years afterwards, the parish was made a district by the general court, and given the name of Pepperell, in honor of Sir William Pepperell, the hero of Louisburg. He reciprocated by presenting the district with a bell, as was customary in those days, but its tones were never to awaken the echoes of Pepperell, as for some inscrutable reason this bell was never received. It was cast in England, duly cast with the givers name and bore the suggestive couplet,

"I to the church the living call  
And to the grave I summon all."

It is certain that it was stored in Boston for some time, and various explanations have been made to show why it was never sent to Pepperell, but all these explanations are more ingenious than conclusive and the matter remains a mystery to this day. The Rev. Mr. Emerson had been a chaplain in the Louisburg expedition, and although a sincere Christian he by no means believed in a policy of non-resistance, but on all suitable occasions incited his parishioners to take up arms in the service of their country and to avoid cowardice under all circumstances. He found them apt pupils, for the residents of the town were not only among the first to enlist as soldiers to fight the French, but subsequently were distinguished for their outspoken policy of resistance to the aggressions of the crown. A company of minute men was formed, and immediately on receipt of the news of the battle of Lexington, it left for the scene of action. Colonel William Prescott, commander of the provincial soldiers at Bunker Hill, was a resident of Pepperell, and after the close of the war returned to the town and held all the local offices of prominence, he being honored

and esteemed as a man even more than as a soldier. Eight of the sixty Pepperell men at Bunker Hill were killed and an equal number wounded, and before the war was over many more had been placed among the dead or injured, for the town was represented on all the famous fields of the Revolution and her sons never shirked their duty. We say the "town" for as a matter of fact the district was such from 1776, although legally it was not a town until ten years later. During the Revolution Pepperell fully maintained its patriotic reputation, furnishing about 150 men altogether, twenty of whom were with the "old 6th," during its famous march through Baltimore.



EAST PEPPERELL, MASS.

The opening of the Worcester & Nashua R. R., in 1848, had a great effect upon the town and finally caused the extension of its territory, for as this road ran along the east bank of the Nashua, the depot for Pepperell was located opposite Babbittasset Village, the stream being spanned by a bridge at that point. The village that grew up around the depot was of course thoroughly identified with Pepperell, although located in Groton, and in 1857 this village and some two square miles of territory in the latter town were annexed to Pepperell. For many years the Centre was the principal village of the town, but changing conditions altered this state of affairs, and by far the greater proportion of the business interests are now located at East, Babbittasset and Depot Villages, the two latter really being but one. A great deal of capital is profitably invested in manufacturing, within the limits of the town, these industries being in a flourishing condition and giving every promise of extended future development. Pepperell has a wide reputation for beautiful scenery and attractive drives and walks, and during the warmer months many tourists may be found throughout this territory. Very few towns are at once so accessible and so picturesque, and it speaks well for the taste of the summer visitors that their reports are so favorable as to cause a marked yearly increase in their numbers. As a permanent place of residence the town also possesses many advantages, prominent among which are the first-class educational facilities afforded by the liberally maintained schools and the well-managed public library. The latter was established in 1877 and has been a great success from the first, all avoidable "red-tape" being dispensed with in its management, and its usefulness and popularity thereby being maintained at the highest standard. The books have been chosen with great care and skill, and their number is steadily increasing.

# LEADING BUSINESS MEN OF E. PEPPERELL.

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**Leighton Bros.**, Manufacturers of Brogans, 18 High Street, Boston, Mass. Factory at East Pepperell, Mass.—An examination of even the finest grade of shoe would give no hint of the vast amount of capital and elaborate plant of costly machinery involved in its production, and it is very difficult to realize that a single establishment devoted to the manufacture of nothing but Brogans can represent the expenditure of many thousands of dollars. Yet such is the case with that carried on by Messrs. Leighton Brothers in East Pepperell, although this may properly be regarded as an exception to a certain extent, as it is one of the largest Brogan Factories in the world. The business that maintains it was not built up in a year or in ten years, but represents some forty years of persevering and intelligent catering to the wants of the purchasing public. In 1850 it came under the control of Mr. Albert Leighton, who was succeeded in 1879 by Mr. Frank Leighton, the existing firm being formed in 1884. It is constituted of Messrs. Frank, Elbert and Charles Leighton, the latter gentleman being a native of this town, while both his brothers were born in Westford, Mass. All the members of the firm are widely known in social as well as in business circles. The premises utilized are both handsome and commodious, and are so conveniently arranged as to aid materially in reducing the cost of production to a minimum by avoiding the unnecessary handling of goods and material. The main shop is four stories and a basement in height, and 35x70 feet in dimensions, and is connected with an ell of about double this size; this latter structure being four stories high and measuring 35x140 feet. The capacity of this mammoth factory is 5,000 pairs per day, and this amount can be turned out without undue crowding or forcing of the extensive plant of machinery in use, which is driven by a steam engine of eighty horse power, and is made up of the very latest improved appliances, being probably as elaborate and complete a plant of shoe machinery as even Massachusetts, the great headquarters of shoe manufacturing, can show. The firm employ 350 operatives, and doubtless owe much of their success to the well-considered system which controls each of the many processes incidental to production. It should be borne in mind that there are degrees of excellence in Brogans, as these are in the finest grades of footwear, and it is the invariable policy of this concern to turn out goods which can be confidently guaranteed to embody such desirable features as ease, strength and durability. To attain this end, carefully selected material is used and a certain standard is insisted upon in each of the many details of production, painstaking supervision being constantly exercised. Under these circumstances the great magnitude of the business is easy to understand, and the general and constantly increasing demand for the product readily accounted for; especially as Leighton Bros. are in a position to quote the lowest market rates at all times. They maintain a Boston Office at No. 18 High Street, and ship goods to about every portion of the Union.

**Champion Card and Paper Co.**, Manufacturers of Enamelled Book, Label and Glazed Papers, Card Boards, Lithographic Plate Papers a Specialty, East Pepperell, Mass.—The enterprise conducted by the Champion Card and Paper Company, may be said to have had its origin in 1880, the establishment being then carried on as a department of the works of the Fairchild Paper Company, but in 1883 the undertaking was re-established on an independent basis, the Champion Card and Paper Company being incorporated under the laws of New Hampshire, with a capital of \$50,000. The business has rapidly developed until it has attained great magnitude, and some idea of the extent of this development, and of the determination of the management to be in a position to handle their increasing trade and to provide facilities which shall enable them to meet all honorable competition, may be gained from the fact that in 1887 the capital stock was increased from \$50,000 to \$150,000, this change being made in accordance with Massachusetts laws. The President of the Company, Mr. C. M. Gage, and the Treasurer, Mr. P. A. Hammond, are both widely known as representative business men; and the forethought and skill which characterize the management of the enterprise with which they are identified, prove its interests to be in entirely competent hands. The mill is located at East Pepperell, and is very spacious, the building being 500 feet long and having an average width of 125 feet. The machinery in use is of the most approved type, and employment is given to eighty assistants; the annual out-put reaching a very high figure and finding a ready market, as the product has no superior in its special line. It includes Enamelled Book, Label and Glazed Papers and Card Boards,—a leading specialty being made of Lithographic Plate Papers. The Company have established a most enviable reputation for promptness and accuracy in the filling of orders, and are prepared to quote the lowest rates.

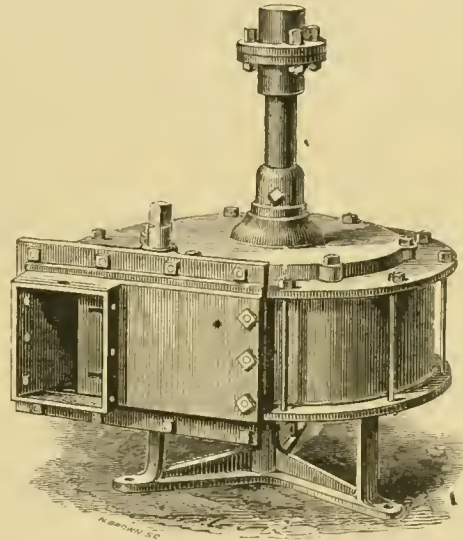
**J. G. Boutelle**, Jeweler and Optician. Repairing a Specialty. East Pepperell, Mass., near Depot.—Mr. J. G. Boutelle is a dealer in Watches, Clocks and Jewelry, having succeeded Mr. Russell in 1889. He is a native of Amherst, N. H. It is unfortunate that with the great increase in the number of fine Watches in general use of late years, there has not been a corresponding increase in the number of those capable of repairing the same, for as matters now are, the better the watch is, the more liable its owner is to experience difficulty in having it repaired properly. That this is a correct statement of the case, no one acquainted with the facts will dispute, and therefore we feel that in directing our readers to an establishment where a specialty is made of repairing watches, we are giving them information which may save them time, money and trouble. Mr. Boutelle carries a good assortment of Watches, Clocks and Jewelry, which it will please him to show, and will well pay for the time spent in examination. He gives personal attention to repairing Watches, Clocks and Jewelry in all its branches and his prices are moderate.

**Charles S. Denham**, Druggist and Pharmacist, East Pepperell, Mass.—It is doubtful if a more generally and favorably known establishment could be pointed out in East Pepperell than that now carried on by Mr. Charles S. Denham, for its proprietor is one of the most active and public spirited of our local business men and has a large circle of friends throughout this section. Mr. Denham is a native of Abington and succeeded Mr. Thos. A. Briggs in business in 1879. He is now overseer of the poor, and has done much to alleviate the sufferings of that class of East Pepperell's inhabitants. As a druggist and pharmacist he has built up a large and increasing business as his goods are uniformly reliable, the prices are moderate, and prompt and courteous attention is assured to all. A full assortment of drugs, medicines and chemicals is constantly on hand and prescriptions will be carefully compounded at very short notice and at low rates. Toilet and fancy articles are largely dealt in, and particular attention is given to the selection of all lines of goods dealt in, a carefully chosen assortment being always found at this popular store. A sufficient force of assistants is constantly employed to assure immediate and polite attention to every caller. We therefore commend this establishment and its well-known proprietor to the residents of Pepperell and vicinity, knowing that all who deal here, will be most honorably and intelligently served.

**H. A. Parker & Co.**, Manufacturers of Sheathing Paper, Dealers in Lumber, Hardware, Paints, Oils, Lime, Cement, Glass, Mouldings, etc., also Flour, Grain and Feed, East Pepperell, Mass.—One of the oldest established of the various business enterprises carried on in this town is that conducted by Messrs. H. A. Parker & Co., and the business done by this representative firm is as remarkable for its scope as it is for its long standing, comprising as it does the manufacture of paper and of lumber and the handling of hardware, building materials, paints, oils and other standard commodities, also deals extensively in flour, grain and feed. Mr. Parker is a native of this town, and is a very active and almost universally known business man, being treasurer of the Pepperell Card and Paper Company besides carrying on his own distinctive enterprise. The paper mill controlled by Messrs. H. A. Parker & Co., was established more than fifty years ago, and has been conducted by this firm about thirty-five years, and the saw mill was first put in operation some three years afterwards. The manufacture of sheathing paper is quite extensively carried on as is also the production of lumber and of house finish of various kinds, employment being given to from 15 to 60 assistants according to the season, etc. Wood and lumber, shingles, clapboards, laths, mouldings, etc., will be supplied in quantities to suit at the lowest market rates, and lime, cement, hair, paints, oils, glass, and building materials in general are also extensively dealt in, as is hardware of all descriptions. Take it all in all, this undertaking is a decided public convenience and richly deserves the liberal patronage accorded it, for the firm handle strictly dependable goods and quote prices that will compare favorably with those of other dealers.

**A. M. Lackey**, Dealer in Newspapers, Periodicals, Books, Confectionery and Cigars, East Pepperell, Mass.—Whether our readers be of a literary turn of mind or in search of a good cigar or pure confectionery they cannot fail to find a visit to the establishment now conducted by Mr. A. M. Lackey both profitable and agreeable for this gentleman carries an assortment of all these articles mentioned, so varied and complete that it must be seen to be appreciated; and what is even more to the purpose he is prepared to quote the very lowest market rates on anything he offers for sale. This enterprise was inaugurated by Mr. W. A. Kemp, the present proprietor Mr. A. M. Lackey assuming full control of the business in 1889. This gentleman is a native of High Gate, Vermont, and

is very well known throughout East Pepperell. The supply of books carried is made up of the works of standard authors as well as those who are most popular at the present day. The newspapers and periodicals comprise all the daily, weekly and monthly publications, and there is a sufficient variety on hand to allow both the tastes and purses of customers to be fully suited. Confectionery and cigars are largely dealt in, and the assortment carried includes pure fresh confectionery and the best and most popular brands of cigars. Competent assistants are constantly on hand and every caller is assured prompt and intelligent service.



**Henry Blake & Son**, (Successor to Blake Bros.) Manufacturers of Blake's Patent Water Wheels, Belt Studs, Paper Machinery, Shafting, Gearing, Pulleys, etc., East Pepperell, Mass.—One of the most truly representative business enterprises carried on in East Pepperell is that conducted by Messrs. Henry Blake & Son, for this was inaugurated more than a half-century ago and has exerted a powerful influence in making this community favorably and widely known as a manufacturing centre. Operations were begun in 1838, by Messrs. L. W. Blake & Co., this style being changed to L. W. Blake & Son, and the firm of Blake Brothers being formed about the year 1866, this latter concern being succeeded by Henry Blake & Son, in 1884. The senior partner is a native of Chester, N. H., and Mr. Edgar W. Blake, of this town, both these gentlemen being so well known in Pepperell and vicinity as to render extended personal mention altogether unnecessary. The firm utilize spacious and well equipped premises and are extensively engaged in the manufacture of Blake's patent water wheels, belt studs, paper machinery, shafting, gearing, pulleys, etc., and also make the Facile Bottle Stopple for the Facile Bottle Stopple Company. Blake's patent water wheels have had their advantages proved by years of practical service and rank with the most efficient, economical and popular appliances of the kind in the market, while no small part of their enviable record is due to the fact that they are carefully and skillfully made of selected materials, causing them to be as strong and durable in construction as they are efficient in design. This factory is justly celebrated for turning out uniformly first class work, and the present firm neglect no precautions to ensure a continuance of the gratifying record thus far made. Employment is given to some 25 experienced workmen, and careful supervision is given to the many details of the business, no imperfect work being knowingly allowed to leave the establishment.

# W. H. ANNIS & CO., General Fire Insurance Agents and Brokers, For AYER, GROTON and PEPPERELL.

Offices at AYER, Fillebrown's Block, Main Street; GROTON, Main Street; PEPPERELL, Railroad Square.

One of those wide-awake, progressive and strictly reliable firms which can do so much towards aiding to develop the resources of a community is that of Messrs. W. H. Annis & Co., who are general fire insurance agents and brokers for Ayer, Groton and Pepperell, having offices in each of those towns and doing a large and rapidly growing business. The enterprise was inaugurated in 1888 by Mr. W. H. Annis, who in 1889 became associated with Mr. J. W. Parker, under the existing firm-name. Mr. Annis is a native of Lowell, Mass., and is one of the Pepperell Selectmen, while Mr. Parker, who was also born in the Old Bay State, is Selectman and Overseer of the Poor in Groton, where he resides. The firm have an office in Fillebrown's Block, Ayer; in Groton on Main Street, and in Pepperell on Railroad Square. They represent some of the strongest fire insurance companies in the world, and are in a position to insure dwellings and contents; farm, mercantile and manufacturing property at the most favorable rates. An idea of the scope and character of their facilities may be gained by an examination of the annexed list of companies acted for.—Aetna, Hartford; Merchants, New Jersey; North America, Philadelphia; Merrimack, Andover; Merchants & Farmers, Worcester; Traders & Mechanics, Lowell; Dorchester, Boston; Abington, Abington; Sun Fire, London. Messrs. W. H. Annis & Co., also do a large Real Estate and Brokerage Business, and are prepared to make and record deeds, mortgages and all other legal papers. They are special agents for the First National and North Middlesex Savings Bank, Ayer, Mass., and will negotiate loans and transact similar business of a confidential and responsible character. Tickets to and from England and Ireland may be bought from this concern, who also sell drafts at the lowest market rates. Their Pepperell Office is also the Central Office, so that orders can be easily sent from any point in the vicinity.

**Pepperell Card and Paper Co.,** H. C. Winslow, President; H. A. Parker, Treasurer. Manufacturers of Card-Board, Enamelled, Book, Label, and all kinds of Coated Papers for Lithographers' and Printers' use. East Pepperell, Mass.—The Pepperell Card and Paper Company is not a corporation of very long standing, it having been incorporated in 1889, but the enterprise with which it is identified is already an assured success and gives every promise of continued and rapid future development. It is not to be wondered at that such should be the case, for there is a immense and growing demand for such goods as the company manufactures, and as those in charge of its affairs are experienced in paper making, are not only conversant with what consumers desire but have both the means and the determination to produce papers equal to the best in their several lines, it would be strange if the company were not in a position to satisfy the most critical patrons and to produce goods and quote prices which will bear the severest examination and comparison. The position of President is held Mr. H. C. Winslow, while that of treasurer is held by Mr. H. A. Parker. The company has a capital of \$50,000 and maintains an extensive and very complete plant in East Pepperell, the premises utilized comprising two stories and a basement, and measuring 160x60 feet. The machinery in use is of the most improved kind and is driven by a 175 horse engine. Employment being given to from 20 to 30 assistants. The company manufactures card-board, enamelled, book, label and all kinds of coated papers for lithographers' and printers' use, and its productions will bear the test of the severest comparison with any other goods of similar grade in the market. The extensive facilities possessed enable orders to be filled at comparatively short notice, and the prices are moderate in every instance.

**George W. Pierce,** Dealer in Flour, Grain, Hay, Lime, Cement and Hair. East Pepperell, Mass.—Mr. George W. Pierce is a native of Brookline, N. H., he has been engaged in business here for 10 years. He has long ranked with the most prominent of the community and has done much to advance the best interests of Pepperell, having been identified with about all the movements of any importance having for their object the proper development of the town's resources, and by inducing trade to come to this section. He brought the first carload of hay that was ever delivered here. He has cleared

the land of trees and has a fine residence and some five acres of rich grass where three years ago was nothing but woods. He has built up a large business in flour, grain, hay, lime and cement. The premises occupied are located in East Pepperell and comprise one building two stories high each 25x40 feet in dimensions and a storehouse about the same size. His business is both wholesale and retail. All who have dealings with Mr. Pierce are impressed at once, with his prompt and energetic methods, which are worthy of imitation. He is highly esteemed both in social as well as in business circles. All orders are promptly attended to and all goods delivered will be found as represented.

**Prescott House,** East Pepperell, Mass., G. H. Johnson Proprietor, E. A. Johnson, Manager. House newly furnished, good livery connected.—The Prescott House holds a high position among hotels which offer home-like accommodations to the travelling public, and indeed it would be difficult to find a house in which patrons are actually given "more for their money" in every sense of the phrase. Of course Massachusetts has many first-class hotels, furnished up in grand style, equipped with "all the modern conveniences" etc. etc., but most of us don't care to live in palaces, and are perfectly satisfied when we can get a pleasant, well-furnished and well-kept room, in a well-managed hotel. When the table is supplied with an abundance of well-cooked and neatly served food. Now, this is just what is obtained at the Prescott House, and therefore we take pleasure in recommending this hotel to those who appreciate "solid comfort" and wish to avoid exorbitant prices. The house in question has been in operation for about twenty-four years and for the past fourteen years under the management of G. H. Johnson as proprietor and E. A. Johnson as manager, who have a thorough knowledge of the art of hotel-keeping. The house is newly furnished and can accommodate twenty guests. Six competent and courteous assistants are constantly employed and every attention is paid to the wants of the guests, either permanent or transient. A first-class livery stable is connected with the Prescott House and teams may be hired at very reasonable rates, and the horses and carriages furnished at this stable are "up to the mark" in every respect, and will satisfy the most critical. The Prescott House is very popular in this vicinity and the proprietor spares no trouble to constantly improve the service rendered.

**C. T. Green**, Baker, East Pepperell, Mass.—There are a great many people who know of "Green's Bakery" for this enterprise was inaugurated in 1885 by Mr. C. T. Green who conducted the establishment until 1887 when he associated himself with Mr. Sawyer under the firm name of Green & Sawyer and in 1889 again assuming full management of the business. Mr. Green is a native of Groton, Mass., and has steadily and energetically carried on his business since its inception. The premises occupied include a well fitted-up bake shop supplied with every modern convenience, and a spacious sales-room. Bread, cake and pastry of all kinds may be had here, and so popular are Mr. Green's productions with the public, that the employment of four competent assistants are required to meet with the brisk and increasing demand of the large wholesale and retail trade transacted. The goods coming from this bakery are made by skilled hands to be sure, but they would never have reached the point in the favor of the people that they now hold, were it not for the fact they are made of selected material and every detail of their manufacture carefully attended to. Mr. Green may well take pride in the reputation his establishment holds, for it has been honestly earned and will be as honestly maintained in the future. The lowest market rates are quoted and every patron assured polite attention. Bread, cake and pastry will be furnished for parties, etc. also choice lunches at reasonable rates and of as good quality as can be had in the best city bakeries.

**Knights of Labor Co-op. Ass'n**, Dealers in Dry Goods, Groceries, Paints, Oils, etc. East Pepperell, Mass. There are none too many examples of successful co-operation, and as the many failures which have been met with by those who have tried to establish business on this basis are often cited by the opponents of the principles of co-operation, it is no more than fair that those who recognize the great possibilities of co-operative enterprises when conducted with integrity and ability, should point with pride to the present status of the undertaking carried on by the Knights of Labor Co-operative Association here in East Pepperell, after some 3 year's trial. The Association does business on a sort of "profit sharing" principle, the profits being divided among the regular patrons of the store. The premises made use of comprise one floor and a basement of the dimensions of 40x70 feet, and contain a carefully chosen stock of general merchandise, including dry goods, groceries meats, paints, oils, and many other standard commodities. Little need be said concerning the quality of the goods dealt in, for the usual temptation to fraud in this respect is entirely absent in such an enterprise as this, and we will simply state that all tastes are catered to and the lowest market rates quoted. Employment is given to 7 assistants so that despite the magnitude of the business callers are assured prompt and careful attention. Operations are carried on under the immediate supervision of Mr. George A. Mahoney, who is the agent of the Association and is untiring and successful in his efforts to elevate the service to the very highest standard of efficiency.

**E. L. Goss**, Photographer, Copying a specialty. East Pepperell, Mass.—The delicacy and dexterity required in the taking and finishing of photographs are by no means appreciated by the majority of the people, although many, who think that anybody can take a good photograph if the necessary apparatus is at hand, must wonder why it is that one professional photographer does work which calls forth the admiration of all who see it, by its accuracy and beauty, while there are a dozen others apparently unable to even approach it in excellence. The truth is photography is an art and not a mere mechanical process. As the most gifted artist in colors must have a proper equipment of paints, brushes, etc., if he is to produce the best results, so the most ex-

perienced and artistic photographer must have a first-class apparatus to allow his skill to display itself to advantage, but in neither case can anything worthy of the name of the art be accomplished unless he who uses the materials furnished has the art faculty within him. In the work produced by Mr. E. L. Goss of East Pepperell, may be seen the happy effect of a combination of artistic treatment and skillful handling of a subject. He is a native of Salem, Mass., and served in the army during the Rebellion, for nineteen months, receiving his discharge for disability, Feb. 19th, 1864. He founded his studio in East Pepperell in 1878, which is supplied with the best facilities for fine work. A specialty is made of copying, and orders for all branches of photographic work are promptly attended to, and satisfaction guaranteed. His prices are very low for the services rendered, and all callers are treated with the utmost courtesy.

**A. J. Saunders**, Dealer in Groceries, Dry Goods, Fruit and Produce, Flour, Paint, Crockery, Hardware, Boots and Shoes, Oil-cloths, Straw Matting etc. East Pepperell, Mass.—Mr. A. J. Saunders began business operations in this town about twenty-three years ago, and that he is well known throughout this vicinity goes without saying, for his establishment is one of the most popular to be found hereabouts, and the manner in which he uses his customers, makes friends as well as draws trade. A store and basement each 20 by 60 feet in dimensions are occupied in addition to a store-house, and an immense stock is carried, made up of choice family groceries, dry goods, fruit and produce, flour, etc., together with a fine line of paints, crockery, etc. the quality being fully guaranteed. Employment is given to three active and intelligent assistants and customers are assured prompt and willing service. Mr. Saunders also deals in hardware, boots and shoes, oil-cloths, straw matting, etc., and quotes prices in every department of his business, which will not suffer at all by comparison with those named by concerns handling the same line of goods. Every article in stock is guaranteed to prove just as represented, and the inducements extended will be found to be strictly genuine in every respect. Mr. Saunders is a native of Massachusetts and is very well known throughout East Pepperell and vicinity. He has been prominent in town and state affairs, having been a member of the board of selectmen and on the school committee for many years at different periods. He also served in the House of Representatives during the years 1873 and '76, and in the Senate for the years 1877 and '78.

**L. A. Stewart & Son**, House and Carriage Painters, Grainers, Glaziers and Paper Hangers, near Depot, East Pepperell, Mass.—It seems wonderful to those who have no special taste in that line to see the changing and attractive effects which may be attained by the judicious use of paints and paper hangings, and other home decorations, for by skillful management of such accessories small rooms may be made to look larger, dark ones lighted and unduly large apartments cosy and comfortable. Of course in order to do this the means as well as the skill must be provided, and in this connection it is natural to call attention to the firm of L. A. Stewart & Son, whose establishment is located near the Depot. These gentlemen possess every facility for the doing of house and carriage painting and are also prepared to do graining, glazing and paper hanging in the most approved style at short notice and at very moderate rates. A sufficient force of skilled and reliable workmen is constantly employed, and every order is guaranteed immediate and courteous attention, the work being done in a thoroughly satisfactory manner and with carefully selected and reliable materials. Messrs. Stewart & Son are among the best known men engaged in the painting business in East Pepperell, therefore we commend them to the favorable attention of all wishing anything done in the line of house and carriage painting or paper hanging.

**C. M. Sawyer**, Domestic Bakery, all kinds of Bread and Pastry, Wedding Cake a Specialty, Main Street, East Pepperell, Mass.—Among the varied industries pursued in East Pepperell, the Domestic Bakery holds a prominent place in the trade centre. This establishment was founded in 1889 by the present proprietor Mr. C. M. Sawyer, who during the time since elapsed has most ably managed his establishment. The Domestic Bakery is located on Main Street, and is of spacious dimensions. The extensive retail business transacted requires the services of thoroughly capable assistants. The energies of the house are devoted to the manufacture of bread, cake and pastry of all kinds, a specialty being made of wedding cake, orders for which will be filled in any quantity at short notice. Therefore we take pleasure in calling the attention of our many readers to this first-class and thoroughly reliable establishment. The proprietor Mr. C. M. Sawyer is very well-known throughout East Pepperell, and we feel justified in commending both the establishment and its wide-awake proprietor to the favorable attention of all housekeepers and others desirous of finding a first-class bakery, whose products can be implicitly relied upon.

**I. J. Rowell**, Dealer in Anthracite and Bituminous Coal and Wood; Office, Railroad Square, East Pepperell, Mass.—The enormous amount of coal consumed in this country, and the rapidity with which this consumption is increasing, have caused some to fear that the supply will be exhausted within comparatively few years, but careful calculations prove this fear to have no foundation in fact, it being estimated that Pennsylvania alone could furnish coal enough for the entire union for a century to come. Among the concerns located in East Pepperell and vicinity handling this indispensable commodity, a very prominent position must be given to Mr. I. J. Rowell, for this gentleman not only does a very large business, but offers so satisfactory a service to the public that his trade is steadily and rapidly increasing; it is the headquarters for coal in this vicinity, Mr. Rowell supplying several adjoining towns. The space utilized will hold five hundred tons, and is none too large at that, for a heavy stock is constantly on hand, anthracite and bituminous coal and wood being dealt in. Business in this line has been carried on in this location many years, Mr. Rowell having succeeded Mr. Chas. Winn in 1879. Mr. Rowell is a native of Londonderry, N. H.; he is highly esteemed, and is now assessor and collector for the town. One policy has been pursued from the first,—standard grades of coal at bottom prices—and as the delivery is always prompt and reliable, no further explanation of the popularity of this enterprise is required. Office in Railroad Square.

**Mrs. L. J. Gerry**, Milliner and Dressmaker, No. 5 Railroad Square, Pepperell, Mass.—It is the general verdict among the ladies of Pepperell and vicinity, who have examined specimens of the work done at the establishment of Mrs. L. J. Gerry, that the results there produced are exceptionally satisfactory, and there has been ample time to form competent judgment regarding the matter, for Mrs. Gerry began operations in 1887, and her business has since rapidly and steadily developed, it now being one of the best known in town. Fine millinery is largely dealt in, and order work is assured prompt and satisfactory attention. All of our lady readers can doubtless call to their minds instances which have come under their observation where the most costly costumes, made from the richest and most fashionable materials, utterly failed to produce a desirable effect by reason of the incompetency or carelessness of those who were entrusted with their making. The handsomest and most tasteful fabrics may easily be rendered quite unattractive by not being properly made and fitted to the wearer, and the advantages to be gained by securing the services of a good dressmaker are too evident for us to dwell upon the importance of so doing. The millinery and dress-making rooms of Mrs. Gerry are located at No. 5 Railroad Square, and are about four hundred feet in dimensions. She is a native of Nashua, N. H. Employment is given to from 2 to 5 assistants, according to the season. A large stock of fashionable goods is always on hand, embracing many novelties, and prices quoted are uniformly moderate.

**T. S. Brown**, Merchant Tailor, East Pepperell, Mass.—It is all very well to say "Every one should dress well," but the fact remains that every one does not know how to dress well, for taste in dress is, by no means, a general or even a common gift, and those who have no taste in this direction do not always know where they can get competent or dependable advice. In this connection, we take pleasure in calling attention to the establishment conducted by Mr. T. S. Brown, at East Pepperell, Mass. This gentleman is a merchant tailor of experience and ability, and as he has both taste and skill in his chosen line of work, those who feel uncertain as to what they should wear, should certainly give him a call, for he will cheerfully give advice when desired, and he is fully prepared to carry that advice into practical effect, and to guarantee satisfaction to his patrons. He carries a fine stock of suitings, embracing fashionable novelties. Orders can be filled at short notice, and those who wish a stylish, good-fitting and honestly made suit or garment at a moderate price, can get just what they desire at this popular establishment.

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